

# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

### In This Number

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The burning of the David Ross Elevator at Buffalo Hart, Ill., proves conclusively that isolated elevators in unprotected areas often get very hot, even though not insured. The moral appears on page 235. Photo by Illinois State Journal



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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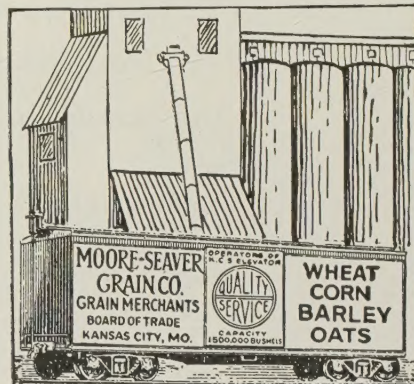
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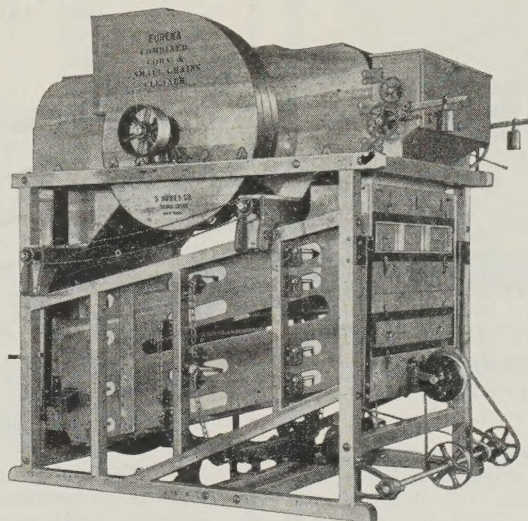
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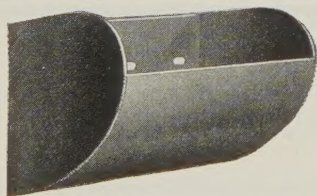
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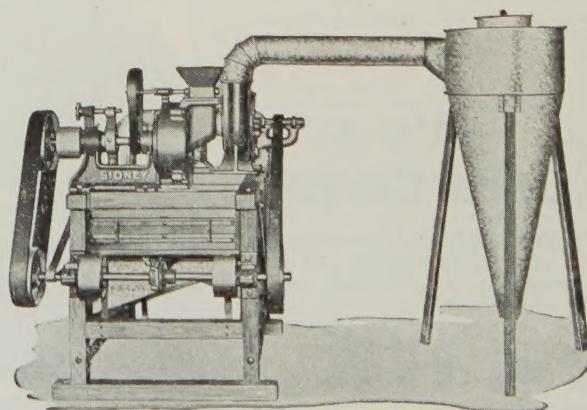
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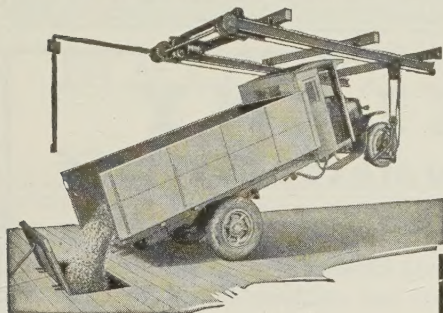
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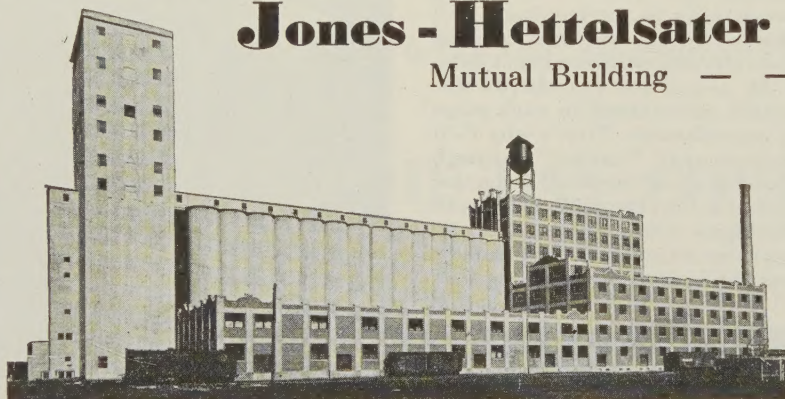
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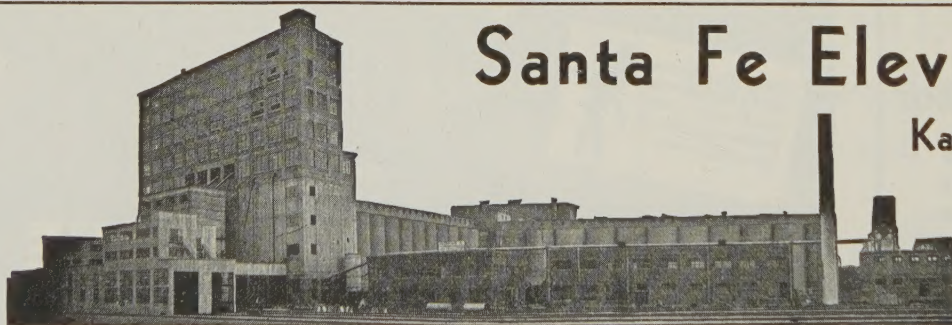
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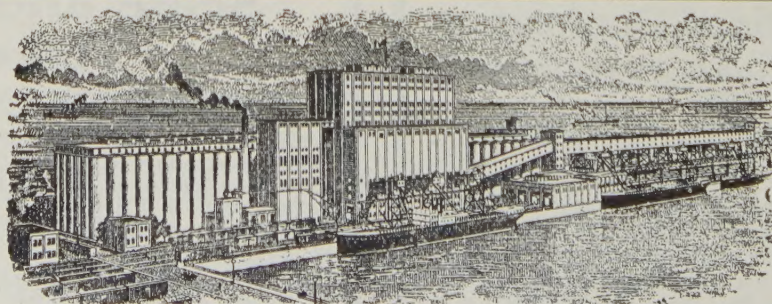
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VICE-PRES.



## GRAIN ELEVATOR BUILDERS

### MACDONALD ENGINEERING CO.

Grain Elevators—1895 to Today

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One North La Salle Street, Chicago

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MINNEAPOLIS, MINN.

BUILDERS

Grain Elevators

Mill Buildings

Industrial Plants

#### A. F. ROBERTS

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Designers and Builders  
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Any Type Grain Elevators

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Prompt Service in 8  
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Elevators, Feed Mills, Warehouses  
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ENGINEERS — CONTRACTORS  
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Write Us—No Obligation

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#### A. Clemans Construction Co.

SOUTH SOLON, OHIO

Designers and Builders

Concrete Grain Elevators, Coal Pockets,  
Feed Mills

#### YOUR ELEVATOR

can be brought up-to-date for less than  
it is costing you to operate it. Ask for  
our recommendations and estimates on  
modernizing your plant.

Reliance Construction Co.

5221 N. Penn. St.

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#### T.E. IBBERSON CO.

GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants  
Repairing and Remodeling

MINNEAPOLIS

MINNESOTA

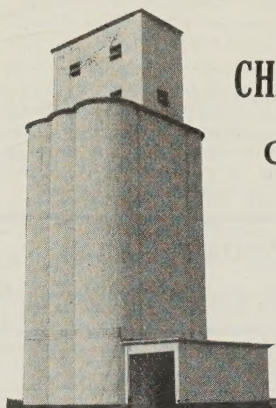
#### WE BUILD GRAIN STORAGE

29 Years' Experience

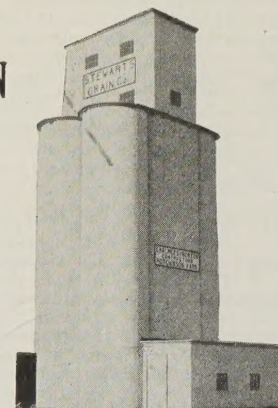
Send us your inquiries

POLK GUNUNG POLK COMPANY

Fort Branch, Indiana



#### CHALMERS & BORTON

CONTRACTORS  
AND  
ENGINEERSHUTCHINSON,  
KANSAS

### Everytime

you mention the Grain & Feed Journals to an advertiser,  
you encourage him to make good on his advertised claims.

#### Coal Sales Book

For Retail  
Coal DealersIt facilitates bookkeeping, and reduces the chance  
for error. Practically three books in one: 1. Orig-  
inal entry of all sales made. 2. Original entry of  
the scale weights. 3. Journal from which the post-  
ing is done.It contains spaces for 10,000 truck loads. Each  
page is ruled with column headings, as follows:  
Date, Ledger Folio, Buyer, Driver, Gross, Tare,  
Net, Kind, Price, Amount, Cash, Charge.This book is 10½ x 15¼ inches and contains 200  
numbered pages of linen ledger paper. Well bound  
with black cloth, and red keratol back and corners.  
Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00 at Chicago.

#### Grain & Feed Journals

Consolidated

332 So. La Salle St., Chicago, Ill.

#### Record of Cars Shipped

This double page form is designed especially for  
country shippers in keeping a complete record of  
each car of grain shipped from any station or to any  
firm. On each double page are the following column  
headings: Date Sold, Date Shipped, Car No., Initials,  
To Whom Sold, Destination, Grain, Grade Sold,  
Their Inspection, Discount, Amount Freight, Our  
Weight, Bushels, Destination Bushels, Over, Short,  
Price, Amount, Freight, Other Charges, Remarks.The book is 9½ x 12 inches, and contains 160 pages of  
ledger paper, 29 lines to each page, and has spaces for record-  
ing the foregoing facts regarding 2320 carloads. It is well  
bound in strong boards with keratol back and corners.

Order Form 385. Price, \$2.50.

#### GRAIN & FEED JOURNALS

Consolidated

332 So. La Salle St.

Chicago, Ill.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line, each insertion

## ELEVATORS FOR SALE

**NORTHWESTERN OHIO**—60,000 bu. elevator in good grain section. J. W. Baluss, Sherwood, Ohio.

**OWING TO DEATH** of my husband will sell two elevators, one on Wabash R.R., one on C. B. & Q.; large territory covered. Write for particulars. Blanche Dougherty, Rt. 3, Shenandoah, Ia.

**ALWAYS HAVE GRAIN ELEVATORS** for sale. If you are in the market write me fully as to amount you wish to invest and location desired. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**S. E. ILLINOIS**—50,000 bu. elevator; warehouses, coal sheds, concrete cellar for potatoes; doing good wholesale and retail business in flour, feed, beans, potatoes, etc. Also large retail coal trade; would sell outright or part interest. Address 80E6, Grain & Feed Journals, Chicago.

**ILLINOIS ELEVATOR AND MACHINERY FOR SALE.** ALL IN GOOD CONDITION. IN THE CENTER OF A GOOD PRODUCTIVE AREA. FOR PARTICULARS COMMUNICATE WITH D. R. KINDER, LITCHFIELD, ILLINOIS.

**OHIO** grain elevator for sale; wholesale and retail, feed, flour, seeds, coal, potatoes, apples; feed grinding and mixing; storage for 30,000 bu. grain; ten cars feed; cellar storage for five cars apples and potatoes; over 30 years under present management; we wish to retire. Address 80F7, Grain & Feed Journals, Chicago.

**EASTERN ILLINOIS**—75,000 bus. modern elevator on private land; double corn crib, screened for oats; 600 ton coal house; in small town near county seat, on hard road; handled an average of over 261,000 bus. annually past 10 yrs.; no competition; owner ill, wishes to retire; very reasonable. Maguire, 6440 Minerva Ave., Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE OR LEASE

**NEBRASKA** elevator, store building for sale or lease. If interested, write or see Farmers' Union Co-op Ass'n, Paul Bize, Pres., Julian, Nebraska.

## FOR SALE, TRADE OR LEASE

**S. E. NEBRASKA** grain elevator, 15,000 bu. for sale, lease, or trade for farm; well established business; owner just died. Address 80F6, Grain & Feed Journals, Chicago.

Some **SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

## FLOUR MILL FOR SALE

**MINNESOTA**—80-bbl. mill for sale; in good running order; will sell complete or mill and machinery separate. Further details on request. A. Krieg, Sauk Rapids, Minn.

## BUSINESS OPPORTUNITIES

**FOR SALE**—Our Myrtle and Holcomb, Ill., yards, elevators, buildings and merchandise. Good opportunity in old successful profitable lumber, coal, grain businesses in small N. Ill. villages; priced low to move quickly. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**FOR RENT**—Flour, feed, grain, cement and coal business; truck scale, coal conveyors, electric feed mill, cob grinder, and grain cleaner; warehouse, feed mill and coal yard; located in real dairy farming territory. J. W. Muench, Francis Creek, Wisconsin.

## SITUATION WANTED

**WANT**—Position as elevator manager; successful record; well experienced with large volume retail sales as well as buying end; also with feeds, lumber, coal and farm machinery. Address Box 2, Ellis, Nebr.

**WANT POSITION** as manager; 17 years' experience; competent to handle all side lines; familiar with Illinois-Indiana customs; age 42; reliable references; can change in 30 days. Address 80E13, Grain & Feed Journals, Chicago.

## PARTNER WANTED

**WANTED**—Young man with experience in country elevator business and some capital to take interest in and operate Illinois elevator handling grain, lumber, and coal. Address 80E5, Grain & Feed Journals, Chicago.

## ADDRESS WANTED

**ADDRESS WANTED** of Alfred Lawton, Jr., formerly in the grain business at 420 Empire Bldg., Pittsburgh, Pa. Address 80E14, Grain & Feed Journals, Chicago.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## SEEDS FOR SALE

**WHEN YOU** want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Bureau, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## Hedging by Dealing in Grain Futures

By G. Wright Hoffman, Ph.D.

A subject of much interest to all handlers of grain; not a fragmentary discussion but a presentation of the subject in a comprehensive and scientific manner.

This book, bound in cloth, 141 pages, includes, besides an extensive bibliography, chapters on: The Development of Futures Trading and the Practice of Hedging; The Theory of Hedging; Limitations Affecting Hedging; The Extent of Hedging; Extension of the Principle of Hedging.

This is a valuable book and will be worth to you many times its cost.

Price \$2.00 f. o. b. Chicago

**GRAIN & FEED JOURNALS**

Consolidated

332 S. LaSalle St. Chicago, Ill.

## KEEP POSTED

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

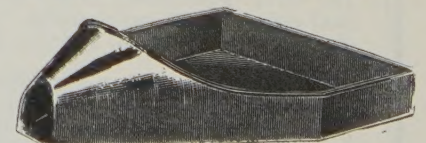
Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

## SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x16½", \$2.00; Seed Size, 1½x9x11", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**

Consolidated

332 So. La Salle St., Chicago, Ill.



**MACHINES FOR SALE**

**FOR QUICK SALE**—1 New Corn Cutter & Grader. A. D. Hughes, Wayland, Michigan.

**CORN CUTTER & Grader**—has motor—used very little. 79N12, Grain & Feed Jnrls., Chicago.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Steel King Hammermill and motor driven attrition mills. A. D. Hughes Co., Wayland, Mich.

**FOR SALE**—Several Grain & Seed Cleaners & Scourers; New Rosco Oat Huller; Packers; Elevators. White Sales Corp., Scotts, Mich.

**FOR SALE**—Weller Car Mover with jaw clutch, complete, as good as new, three car capacity. Nelson Grain Co., Clinton, Oklahoma.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**OFFER FOR QUICK SALE:** 1-3-W 22 Gruender Whirl Beater Grinder Directed to a 60 h.p. Motor in first class condition, at \$500.00. A. D. Hughes, Wayland, Michigan.

**FOR SALE**—Feed Mixer, Cutters, Graders, Hammer Mills, Sifters, Reels, Complete Mills; ask for our Good Used list. T. A. McWilliams, 332 E. Ky. St., Louisville, Ky.

**HAMMER GRINDER SCREENS**—Fit all makes of grinders; any hole size; save 25 to 50%; quick shipment; guaranteed quality. York Foundry, Box GF, York, Neb.

**FOR SALE**—20-h.p. Fairbanks-Morse motor and compensator, 220 volts, 60 cycle, 3 phase, 1,200 r.p.m., A-1 condition; will sacrifice. The Wadsworth Feed Co., Warren, Ohio.

**FOR SALE**—Standard Model (guard rail type) Kewanee Air lifts. Either single or double outfits; line shaft or motor drive. Real buys for someone at less than half original cost. Portable Elevator Mfg. Co., Bloomington, Ill.

**FOR SALE**—Muncie Oil Engine 30 h.p., Type A, 250 r.p.m.; complete with Air Starting Equipment and water pump; this engine in use at present time; will trade for 45 to 60 h.p. Oil Engine, Fairbanks Type Y, Style VA. Address 80E2, Grain & Feed Journals, Chicago.

**FOR SALE**—9x30 double roller mill; N&M 50 bu. Meal Drier; Williams B-X Small Hammer Mill; Prinz-Rau Cylinder Oat Grader; 100 h.p. motor; 9x24 Rolls only; 9x18 rolls only; small Eureka Milling Separator; Draver and Gaunt Feeders, large Louisville Drier. Schreiber Mills, St. Joseph, Mo.

**FOR SALE**—1 No. 4 J. B. Feed Mill; 3 flour rolls, Barnard & Leas; 2 wheat separators; 4 reels, 1 bran packer; 1 50 h.p. motor; 1 dust collector; 1 hopper scale; 3 tons canvas belt; several wood and iron split pulleys and other pulleys, shafts, bearings, etc. Farmers Elevator Co., Canton, S. D.

**THE WANTED-FOR SALE DEPARTMENT** of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and at will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

**MACHINES WANTED**

**WANTED**—Second hand, double spiral, Mustard separator; 500 pound capacity mixing drum; No. 16, 37, or 47 Clipper Cleaners. Advise condition and price. Address 80F9, Grain & Feed Journals, Chicago.

**MOTORS—GENERATORS****ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSEBAUM & CO., Fort Wayne, Indiana.

**SAVE on MOTORS and GENERATORS**

Write for new Free Catalog of guaranteed rebuilt Motors, Generators, Pumps, Compressors, etc. We Save you Half. Your Idle equipment taken in trade. Specials in totally enclosed motors, as well as other Bargains. Chicago Electric Co., 1331 W. 22d St., Chicago.

## Daily MARKET RECORD

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides spaces for recording hourly quotations on Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets in a book. Order Form CND 97-5, Price \$1, plus postage. Shipping Weight, 1 pound.

### Grain & Feed Journals Consolidated

332 S. La Salle St. Chicago, Ill.

**SCALES FOR SALE**

**SCALES**—Motor Truck, Warehouse, Dump, Tank and Hopper. Bargains, New and Used. All capacities. Shipped on 30 day free trial. Bonded Scale Corporation, Columbus, Ohio.

**WHENEVER THERE** is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal

## Shippers' Certificate of Weight

for use in advising receivers of the amount and grade of grain loaded into a car. Especially adapted for filing claims for Loss of Weight in Transit. Each certificate gives: "Kind of scale used; Station; Car Number and Initials; Shipper's Name;—lbs. equal to—bus. of No. —; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ——— R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; name of the weigher." On back is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond; duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers. 75 originals, 75 duplicates and four sheets of carbon paper. Size 4½ x 4¾ inches. Weight 11 ozs.

Order No. 89 SWC.

Price \$1.00, plus postage

### Grain & Feed Journals CONSOLIDATED

332 So. La Salle St., Chicago

# ATTENTION Farmers

All Farmers who are going to plant cotton this year must come to the  
**COUNTY AGENT'S OFFICE**  
in the

**Court House in Greenville**

NOT LATER THAN NEXT

**SATURDAY, FEB. 26**

and turn in a record of crops produced on the land they are now farming  
THE PROGRAM THIS YEAR WILL PROBABLY BE

## == COMPULSORY ==

If there is no record of a farm, it will be impossible for that farm to get an allotment of cotton acres and all cotton grown on such farm will be subject to a tax. This is to warn all farmers to come in and turn in this record if they have not already done so this year.

### County Committee

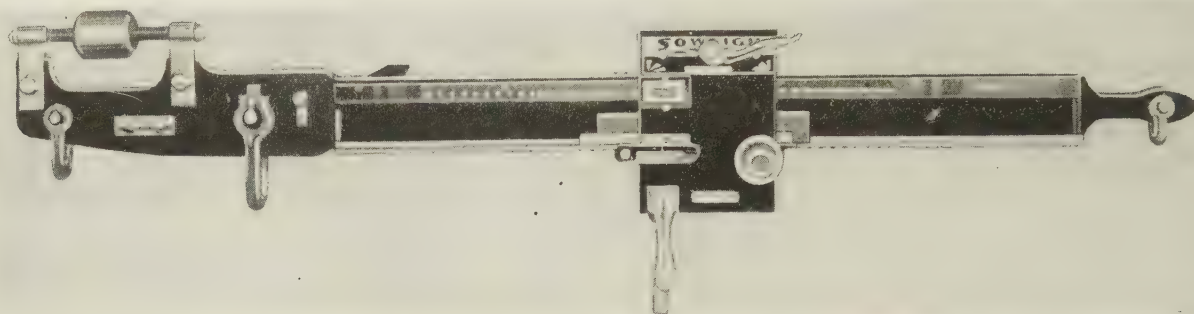
W. H. HARDIE

H. W. STARLING

H. W. IVY

The above Poster was tacked up on Bulletin Board of Court House at Greenville, Miss.





## THE SOWEIGH DIRECT READING-RECORDING BEAM

fulfills the dream of every weighmaster.

Unlike a quick weighing attachment—it has the reliability and incomparable accuracy of a lever weighbeam. There is one complete figure to read from one spot—no addition or subtraction, and you have a clearly printed indisputable record of the correct weight.

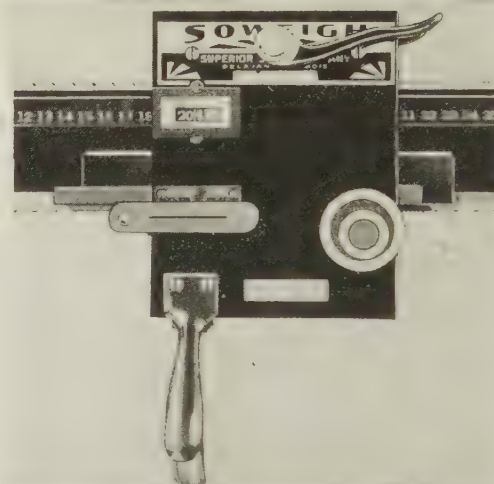
*Address all inquiries to*

**SUPERIOR SCALE CO., Delavan, Illinois**

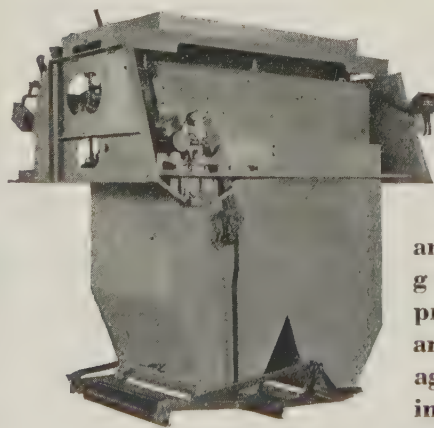
or

**R. R. HOWELL & CO., Minneapolis, Minn.**

Northwest Distributor



## ARE YOU PAID FOR ALL GRAIN SHIPPED?



Load your cars or trucks with the **RICHARDSON Automatic GRAIN SCALE**

and be safe. It gives you a printed record and protects you against "Jacking" or any tricks.

**ACCURATE and DEPENDABLE**

Be safe rather than sorry.

Use a **RICHARDSON AUTOMATIC SCALE.**

**Richardson Scale Company**

Clifton, New Jersey

Minneapolis

Omaha

Wichita

Chicago

## GOOD LUBRICATION SAVES MONEY

ARE YOU RECEIVING FULL VALUE FOR  
YOUR LUBRICATION DOLLAR?

Ask Your "Mill Mutual" Insurance Office for  
a Lubrication Booklet, or Write to Us.

**MUTUAL FIRE PREVENTION BUREAU**

Department of

**ASSOCIATION OF MILL AND ELEVATOR  
MUTUAL INSURANCE COMPANIES**

400 West Madison Street

Chicago, Illinois



# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR &  
GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT - GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., MARCH 23, 1938

CONTRACT welchers never were popular with any section of the grain trade, but the exchange of D. B. information has helped traders to look out for the offenders and discouraged defaulters.

THE COST OF APPLYING paint properly to a grain elevator represents most of the heavy cost, so it is rigid economy to apply paint of the best quality obtainable because the longer it protects the surface the lower its cost per year.

THE SHIPPER of malting barley who fails to remove sticks, straw, weed seeds, dirt and other foreign matter from his grain is handicapping his own consignment. Dirty grain is always forbidding to the maltster.

EXCHANGING real grain for worthless checks of truckers has shrivelled the working capital of many trusting grain merchants and no doubt will wreck many other dealers who persist in crediting the oral or written promises of strangers.

A WELL coopered car always refrains from scattering its contents along the railroad's right-of-way.

THOROUGHLY mixing the grain loaded into a car prevents shipper being suspected of attempting to plug car and facilitates sampler's obtaining fair average sample of car's contents.

OUR RAPIDLY increasing exports of wheat and corn must be very discouraging to the bureaucratic champions of scarcity, however the Europeans are obtaining much needed food supplies and our farmers are being paid by consumers (not by taxpayers) for their industry.

ONCE AGAIN the Farm Credit Administration is making so-called *emergency* crop and feed loans at four per cent, but no farmer can borrow more than \$400. Buyers of grain will need to watch carefully lest they take in grain covered by a federal loan.

SUPPLYING superior seed of dependable certification to farm patrons will help growers to a larger crop of better grain and it should swell the after harvest receipts of every grain dealer with enterprise enough to interest his customers in the planting of selected seed of superior quality.

POSTING PRICES and sticking to them not only helps to maintain living margins but it convinces customers that you can not afford to change your price. Favoring any customer with a cut price convinces him and those he tells that your margins are wide enough to stand cutting without hurting you.

FARMERS who borrow from the government on farm stored grain will be required to agree to abide by the A.A.A. acreage restrictions. In other words, they will be deprived of the privilege of directing their farming operations in keeping with their own judgment. Each bureaucrat seems to find great joy in playing the bureaucrat in his own field.

GRAND OPENING days for new and improved elevators are being employed more effectively as country grain merchants perfect their plans for attracting larger numbers of farmers to inspect their diversified lines of merchandise and their facilities for helping farmers to attain more profitable results. He who serves best always profits most.

FARMERS who have ample storage facilities at home will no doubt be permitted to plant as many acres as they wish so long as they do not attempt to market an amount in excess of their allotment. A hidden surplus will no doubt command a profitable premium when the weatherman cooperates with the Secretary of Agriculture to reduce the crop.

THE REDUCTION in the number of fires caused by lightning has been so marked since the general adoption of standard lightning protection by elevator owners all property owners are eager to share in relief from this destructive hazard.

DO NOT fail to peruse carefully the reproduction of the command of the Greenville, Miss., county agent who proposes to dominate the farmers of his district whether they like it or not. How the bureaucrats do love to dictate, to tell the rest of us where to head in. Do your farm patrons like it?

THE FEDERAL barge line continues its alleged experiment of proving the river can be made useful after 20 years of unfair competition with the railroads which need the revenue if they are to keep in operation the interior lines on which practically all the country elevators are located.

THE PROSPECTIVE advance in freight rates granted by the I. C. C. has speeded up the movement of some commodities, but has not exerted much influence on the movement of grain. Manufacturers of grain products seem to have ample supplies of grain for current needs.

THE NEW practice of gathering corn in the field with a picking machine is adding to the litter at the grain elevator receiving the corn, and furnishing one more reason to build a cob burner. Anyone contemplating building a cob burner will cut the fire hazard by following the plans and specifications offered by the mutual fire insurance companies.

THAT SALES of mixed feeds are gaining on sales of unmixed feeds in the state of Ohio, and probably in other states, as reported elsewhere, should be encouraging to country mixers of feeds, as showing that feeders appreciate their efforts to supply correct rations. By close attention to supplying the needed concentrates and supplements the feed mixer can make his product of the greatest value to the farmer.

THE NEW YORK agricultural college professor who points out that "this may be the end of an era of big farm co-operatives" might have gone farther and suggested that since the farm control law was enacted there is no reason for the existence of a big nationwide price-fixing co-operative, the federal government, thru the A.A.A. now promising to do more than the big cotton, grain or other co-operatives ever thought of doing. The old style co-operative can not compete with the A.A.A., having unlimited tax money with which to purchase co-operation in crop control and marketing.



CREDITING all the stories about your competitors' prices, which interested farmers peddle at your door, will never check your over-bidding proclivity. If all buyers would post their prices and stick to them growers would have more faith in their fairness.

WOULD YOU like to run a box of dynamite caps into your feed mill? No, of course, not; neither would any other safety minded feed mill operator, but that is what a Pennsylvania feed mill operator took away from his magnetic separator recently. The find gave him such a chill he immediately ordered a stronger separator.

STATE REGISTRATION of trademarks as persistently sought by bands of racketeers hounding state legislatures might provide a number of sinecures for lazy loafers, but it would contribute nothing in the protection or promotion of commerce not now obtained through Federal registration. One registration should be enough; why insist on forty-nine?

LIMITING the length of trains to seventy cars by federal statute as proposed by Senator McCarran of Nevada is meeting with much opposition, but more activity may be needed to defeat this unnecessary increase in the cost of transporting all freight. Grain producers and merchants are deeply interested and should exert themselves to prevent the enactment of this bill, which would necessitate a material increase in freight rates.

THE MOST impractical tax ever devised by man or dreamer—the tax on undistributed profits, seems to be doomed to certain annulment. To insure such action write your representatives in the U. S. Senate. Most corporations need surplus earnings to pay old debts and to expand and promote business, which will necessitate more employees. Why strangle business with such confiscatory taxation? If business is to advance then fear of more discouraging legislation must be dispelled.

POLITICAL interference with railroad management is responsible for the inability of the carriers to render economical service to the traveling and shipping public. Arbitrary working rules compelling the railroads to pay for wasted time; and make work laws like the proposed train length limit show to what extent the roads are now being run for the benefit of the trainmen rather than the public. In years past when the rails had a monopoly of transportation they could have passed the burden on to the public, but now that we have waterways, airplanes and highway trucks as well as government barge lines, it is made impossible for them to recoup themselves.

NET railway operating income in January was \$6,919,879, against \$11,596,852 in July, 1932, a reduction of 40 per cent; and, since the rate advance is inadequate, the carriers must reduce their operating costs. Operating under political regulations and restrictions does not promote the welfare of the carriers or their patrons.

### Marketing Corn Profitably

When we take into consideration that all corn driers have been operated days, nights and Sundays continuously since the 1937 crop started to market, one wonders why more elevators are not equipped to reduce the moisture content of each carload shipped. The stocks of corn throughout the land were so low when the new crop started to move, buyers naturally were eager to lay in a supply and, as usual, much of the new corn held long in storage heated before owners could get it to an efficient drier. The average test weight of the corn marketed has been low, but the average moisture content has been high, so commercial driers in central markets have found continuous operation most profitable.

The loss due to heat damage of shipments to distant markets has been much lower than usual. The operators of driers have been more careful and, it may be, more conservative, in their drying operations, because very little loss has been traced to breaking. Foreign matter has not figured as extensively as a grading factor in the '37 crop as for crops immediately preceding. Moisture has been and still is the principal grading factor on shipments of the last crop and, contrary to usual experience, the decline in the percentage of moisture content is disappointing.

Some authorities are disposed to credit hybrid seed corn for this slow natural drying of the last crop. New corn has been of such high average quality, bright in color, sound and free from damaged kernels, that most handlers have been overly optimistic regarding its carrying quality. The small amount of cob rot and damaged kernels has led many country buyers into over-estimating the value of grain tendered them and the prevailing conviction is that country buyers have over-valued their purchases and unduly shrivelled their profits. If country buyers could hold in check their weakness for overbidding for choice lots of corn, the installation of a drier would be a permanent source of profit.

Elevator operators who installed new modern driers with the 1937 crop have not only realized the original cost for the drier, but have also a pleasing profit from their investment. Shippers so unfortunate as to be without a modern drier would profit greatly by thoroughly mixing their grain when loading so as to facilitate samplers at destination obtain-

ing a fair average sample of the car's contents. This will result not only in a more satisfactory moisture test, but should result in a higher average grade so that owners would refrain from delaying unloading by appealing from first inspection.

Another factor which often delays unloading of shipments is the overloading of cars so that it is next to impossible for samplers to obtain a fair average sample of car's contents before car is unloaded. Heavily overloading cars also increases the chances of heating.

Although the high moisture content of the 1937 crop has been the principal grading factor, shippers have not lost heavily as the result of heating. Had more serious consideration been given to the high percentage of moisture contained and purchases discounted in keeping with discounts prevailing in central markets, then all shippers would have realized more profitable returns from their corn marketing activities.

Much corn still remains in the fields or in open cribs, so dealers everywhere will be called upon to market more dirty and damaged corn during the remainder of the crop year than during the first half of the crop movement. So if they are to purchase corn on a safe margin, they must scrutinize all offerings with more vigilant discrimination.

### Large Crops Promise Good Business

Grain dealers may expect a large volume of grain to handle after the 1938 harvests, the hard and soft winter and spring wheat areas now having sufficient moisture for the time being.

Farmers' granaries and cribs on March 1 contained more wheat, corn and oats than for several years past, to be released to the country grain shipper as soon as the farmer sees his new crop crowding forward for a place to rest.

With 14 per cent fewer animals to consume the grain more than the usual amount must be shipped out of the county where grown, adding another welcome increment to the grain dealer's volume of business; and after overhead costs of operation have been met it is the added number of bushels handled that spell profit.

There is no reason to believe Western Kansas will fail to receive its usual April rains, while North Dakota has received more than normal precipitation during the fall and winter.

Marketwise the prospect that terminal elevators will have ample supplies of wheat on which to earn storage charges is reflected in the shrinking premium of May delivery over July from 6 cents in January to less than 3 cents in March.

In no spring in recent years have the grain merchants had a better prospect for a good year's business.



## Meeting Trucker Competition

While it is always difficult to meet the competition of dishonest cheats and tricksters in any line of business, it should not be difficult for the regular elevator operators who establish and maintain a reputation for dealing fairly and honestly with their customers, to meet the competition of traveling truckers of unknown address and unknown responsibility. Too many shippers have lolled back in their easy chair and placed all the blame for their apparent inability to meet trucker competition on their favorite railroad which has refused or neglected to reduce freight rates to a figure that would drive the traveling merchants out of the grain business.

Many observing grain merchants are convinced that the only way to meet trucker competition is to establish a line of trucks for regular, dependable farm service from every elevator. This would enable the farmers of the territory tributary not only to sell their grain at the prevailing market prices, but to obtain transportation to a nearby market at a reasonable cost for transportation and assurance that weights would be accurate and compensation paid in funds of real value.

The traveling distributors of rubber checks have preyed upon so many trusting grain growers and merchants it should be an easy matter to discourage further trading with them.

The grain elevator operator having an established place of business and an established reputation for fair dealing should experience no difficulty in buying the farmers' grain and selling needed supplies without farmers' frequent trips to town. The grain dealer with an established place of business should not be at the mercy of the irresponsible traveling merchants who seek to swindle farmers and drive the grain buyer out of the picture. As a rule, the grain dealer has the good wishes of his fellow townsman and the farmers of his territory.

The traveling trucker is known to no one in the district and has swindled so many, no well posted merchant or farmer is disposed to deal with him. A few

trucks, even though they be used trucks, with a service well advertised by the established grain merchant should quickly win the patronage and support of all the farm patrons of any territory. All that seems to be needed is a little enterprise and persistent hustle on the part of the suffering grain elevator operator.

## Is Your Elevator Burning?

Does the picture of the burning elevator on our outside front cover remind you of what you are doing to prevent the destruction of your grain elevator, or to save yourself from bearing all the loss?

Did you ever discover fire in the engine room attached to your grain elevator without wishing you had accepted practical advice of the traveling insurance inspector and moved power house at least 20 feet from the elevator and then equipped the entire plant with the most efficient apparatus obtainable for extinguishing fires in their incipency? Such precaution would have saved this elevator from destruction.

Did you ever watch your uninsured elevator burn without firmly resolving henceforth to keep all your grain store houses and their contents fully insured in a reliable fire insurance company?

Retrospective regrets may be stimulating but, they will not relieve past or prevent future losses unless you equip your plant to prevent the spread of fire and insure your firm against fire losses.

Depending upon neighboring towns or friends for help in saving your property from the flames does not comply with reasonable precaution, when modern fire fighting equipment is so dependable and so inexpensive.

The farsighted businessman of today will not long hesitate about sharing the fire risks of his property with the policyholders of some well managed fire insurance company because it is far less expensive than carrying the entire risk himself and guarantees he will have funds for rebuilding after his fire.

As precaution and protection hop merrily down Safety Lane you can not afford to snub either. The time to perpetuate your business by complying with modern requirements is NOW.

## From the Diary of a WPA Worker

*The prosperity and security of all the people in this country have come and can come only out of the work they do. The amount of prosperity and security they can have at any time depends solely upon the combined effort of mind and muscle which they are willing and able to apply in using the natural resources of the country to produce the necessities and comforts they consume and exchange, and the tools and machines they need in order to produce as much or more in the future. The more work everyone does, the more people there are who work, the harder and longer and more effectively they work, the more prosperous and secure they will be. There is no other way.—Dr. Virgil Jordan.*

## Branch Offices for Crop Insurance

The federal crop insurance program for wheat will be instituted with branch office headquarters in only two cities at the outset, it has been announced by the directors of the Federal Crop Insurance Corporation. These cities are Kansas City and Minneapolis.

The branch office in Kansas City will serve as headquarters for the hard and soft winter wheat areas, and the Minneapolis office for the spring wheat area. Subsequent establishment of any other branch offices will depend upon the number and location of farmers who buy wheat crop insurance policies.

While the branch offices will supervise storage of reserves, wheat storage operations will

be carried on at important storage points all over the wheat belt, wherever an appreciable number of wheat producers participate in the program.

## Eye Injury While Lifting Sacks

The Supreme Court of Wyoming on Nov. 10, 1937, affirmed a judgment for compensation for loss of use of left eye and denied it for right eye in the case of Clarence Scrogam v. Associated Seed Growers, Inc. The facts were not disputed.

Scrogam went to work in the seed plant at Powell, Wyo., in June, 1935. His work was drawing off seed beans from a hopper into sacks, to lift and pile these sacks on a 5-bag truck, the top sack being placed at a height of 3½ to 4 feet, handling 20 to 30 sacks, weighing 112 to 150 lbs., an hour.

While lifting a sack to the top of the pile he saw red streaks in his eye one evening. The manager directed him to go to Billings to consult an eye specialist, who reported a rather extensive recent hemorrhage on the interior of his left eye. The right eye was found nearly normal. He worked a week longer and the specialist found a hemorrhage in the right eye also.

Several specialists testified at the trial that claimant's eyes had been weakened by an old tuberculosis without his knowledge.

The court said: "Compensation is not made to rest under our law upon the condition of health of the employee or upon his freedom from liability to injury thru a constitutional weakness or latent tendency. The Act makes no distinction between wise or foolish, skilled or inexperienced, healthy or diseased employees."

"The record is barren of any testimony indicating just when the hemorrhage in the right eye appeared. They may have resulted from work at home or lifting weights in his own home."—73 Pac. 2d 300.

## Driveway Observations

BY TRAVELER

LAYER BROTHERS Pierceton, Ind., elevator, managed by Merritt Bennett, has solved its corn cob problem in some measure by giving the cobs to boys of the community.

The enterprising among the coming generation at Pierceton have created a new trade. They fill burlap sacks with the cobs and offer them to store and home owners at 5c per sack to be used as kindling. Many of the homes and stores of the community still use stoves. They constitute a ready market. All they needed was enterprising youth to set up a delivery service.

\* \* \*

FLOODED by its cotton crop, Mississippi officials have strained vigorously with Mississippi's legislature to provide the \$500,000 that will cause one of the four farm chemurgic laboratories for which the federal government has made appropriation, to be located within the borders of the state. A farm chemurgic laboratory, finding new uses for old products, is one thing for which the government might logically, and conscientiously spend some of the funds it is exacting from the taxpayers. Among a thousand crack-pot political schemes, the chemurgic laboratory stands out as resting on common sense. Finding new uses for farm products will strengthen their market, and stimulate people to help themselves.

AN ALLEGED service agency offering confidential grain information in Indiana must be viewed with suspicion, since the party paying the fee agrees to comply with instructions, without having the least information as to what may be required of him after signing on the dotted line. Investigate before you invest.



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Keeping Quality of Wheat with Rough Dockage

*Grain & Feed Journals:* We have been told that wheat with rough dockage such as sticks, straw and chaff keeps better in bulk storage than cleaned wheat. Is this true?—Clell Coleman & Sons, Burgin, Ky.

**Ans.:** Chicago grain warehousemen of long experience find some merit in the suggestion.

Fred T. Bascom of the Norris Grain Co. states that sticks of lumber and coarse material aid keeping quality by allowing the air to circulate.

Simon Mayer of the Continental Grain Co. believes that if the rough dockage was weed seeds it might be harmful.

E. R. Bacon favored clean wheat, and was non-committal as to the straw and chaff.

### Lee Davis Passes On

Death claimed Lee Davis, 77, manager of the D. Milligan Co. elevator at Farnhamville, Ia., Mar. 14 in the Jefferson, Ia., hospital, two weeks after a severe heart attack. He had been suffering from ill health for several months.

Mr. Davis was born at Shabbona, Ill., May 20, 1860. He was married to Mary L. Morris at Waterman, Ill., Jan. 20, 1881, and six weeks later the couple settled on a farm 3½ miles southwest of Scranton, Ia.

In January, 1893, the Davis family moved to Jefferson, Ia., where Mr. Davis served two terms as county auditor. Then returning to Scranton, Mr. Davis entered the grain business in partnership with John Osborne. This partnership was later dissolved, and Mr. Davis formed a new partnership with D. Milligan Co. that lasted until October, 1929. A little less than a year later he moved to Farnhamville to take charge of the Milligan elevator.

Mr. Davis was an active ass'n worker, serving as a com'te man of the Western Grain Dealers Ass'n for a number of years. At the annual convention in 1919, Mr. Davis was elected vice-pres. of the ass'n. A year later he succeeded to the presidency and served the ass'n for two terms.

Surviving are the widow, four daughters and one son. Many friends in the trade sympathize with them in their loss.



Lee Davis, Farnhamville, Ia., Deceased.

### Washington News

**Washington, D. C.**—West Virginia's Senator M. M. Neely has introduced a resolution in the Senate calling for a Senate com'te investigation of the management policies of telegraph companies. Election returns may be next.

**Washington, D. C.**—The A. A. A. let contracts at \$392,000 for aerial photographs of farms covering 108,854 square miles, east and south, and is considering contracts for 400,000 square miles in the west, to determine the crop area in each farm in calculating benefit gifts.

The A.A.A. press release stated that "More than 82 per cent of the potato growers favored the proposed potato program." The propaganda machine neglected to state that only 30,680 farmers out of the 250,000 to 300,000 commercial potato growers voted in the referendum. Distortion of truth seems to be a pleasing pastime.

**Washington, D. C.**—By a vote of about 3 to 2 the House struck out of the revenue bill the vicious clause taxing undistributed net income of closely held corporations 20 per cent. The harmful effects of the tax in preventing expansion of local industries outweighed with the congressmen the frantic appeals of the Administration to penalize the middle class.

**Washington, D. C.**—Comptroller-General R. N. Elliot having ruled Mar. 9 that the 2 cents per pound subsidy on all 1937 cotton placed with the Commodity Credit Corporation for loans is inoperative for lack of funds, the A.A.A. next day announced abandonment of the clause in the new farm law, known as the Smith amendment.

**Promised gifts for compliance** won 1,180,861 votes for the cotton quota, against 95,812 against, the A.A.A. announced Mar. 13. Establishment of quotas means that a fine of \$10 per bale will be levied for marketing in excess of individual quota. It remains to be seen whether the Supreme Court will approve a fine for this crime.

**Washington, D. C.**—The federal department of justice on Mar. 10 asked the Supreme Court to review a fifth circuit court of appeals decision affirming a \$223 refund ordered by the western Texas federal district court to Lee Moor, El Paso County cotton grower, whose challenge of the Bankhead act's constitutionality was pending before the Supreme Court at the time congress repealed the statute.

**Washington, D. C.**—Opposition to the paralyzing Borah-O'Mahoney corporate licensing bill is gaining strength. Section 1 of this bill provides that it is for the purpose of enabling the federal government to control the production and distribution of commodities by corporations—so as to bring about a redistribution of economic wealth and power in this country. More bureaus and more destructive regimentation of business.

**Washington, D. C.**—Chairman Ellison D. Smith of the Senate Com'te on Agriculture asked Congress Mar. 16 to amend the crop control law to permit immediate payment of \$130,000,000 to cotton planters. It is a gift to farmers of 2c per pound on 1937 cotton if they agree to the 1938 program. Under the law they would have been paid this early in 1939, after proving compliance with the 1938 program; but the politicians at Washington desire to make the payment before the fall congressional elections.

Corn loans may be had by farmers after Mar. 31, the A.A.A. has announced. Under the new law the A.A.A. will have none of its present discretion as to the amount or time of the loans on corn.

**Notwithstanding** the champions of the AAA act of 1938 loudly proclaimed it as perfect at the time of its enactment, they have already presented 13 amendments for "its improvement." Real farmers have not yet been consulted.

**Public hearings** began Mar. 15 on a bill for revision of trade-mark laws, as introduced by Representative Lanham. The hearings are before a sub-com'te of the House Com'te on Patents. Among the provisions in the bill is a regulation to permit assignment of trade-marks without the good will of the business, which is impossible under present laws. Use of the same trade-mark by subsidiary and affiliated companies would also be permitted.

**Gifts to Farmers** for having co-operated in the 1937 agricultural conservation program totaled \$72,000,000 from Jan. 1 to Mar. 1, the A.A.A. reports, stating also that between Mar. 1 and June 1 it is estimated that \$335,000,000 will be paid out in benefits, compared with \$287,000,000 and \$168,000,000 in the like periods of 1937 and 1936. Thus the payments grow larger as the time for the fall congressional elections approaches.

**Washington, D. C.**—The Senate on Mar. 14 passed the bill giving the Federal Trade Commission control over advertising of foods, drugs, cosmetics and therapeutic devices, and the measure went to the president. The bill makes it unlawful to disseminate or cause to be disseminated any false advertisement, and if the violation is committed with intent to defraud, or the commodity advertised is injurious to health, the offender is subject to a fine of not more than \$5,000 and a prison sentence of not more than a year.

**Washington, D. C.**—Processing taxes on cotton, wheat, flour, cornmeal, rice and tobacco at approximately one-half the old rates, which were knocked out by the supreme court in the AAA decision would be imposed under a bill introduced Mar. 18 by Senator Pope at the instigation of Sec'y of Agriculture Wallace. The old rate on wheat was 30 cents a bushel, while the new rate is to be graduated from .3 of 1 cent to ½ cent a pound on flour, according to the quality of the product, the lower rates for bread and the higher ones for cake and pastry flour. The flour rates would be equivalent to a tax of 15 cents a bushel on wheat. The old tax on corn was 5 cents a bushel, while the proposed tax would be an amount on corn meal, yet to be determined, which would represent the equivalent of 2½ cents a bushel.

### Railroads Win Freight Increase

The railroads won a partial victory in their vigorous battle for higher rates when the Interstate Commerce Commission decided March 8 that specified increases might be made upon 10 days' notice, but must be effected by July 31. Briefly, the Interstate Commerce Commission allowed:

A 5% increase in the rates on agricultural products, except tropical fruits; animals and animal products, except horses and mules; lumber, shingles and lath; cottonseed oil and vegetable oils, except linseed oil.

A 10c per ton increase on anthracite coal (an average increase of about 5.9%).

No change in rates on bituminous coal, lignite, coke, iron ore, fresh milk and cream.

A 10% increase on all other items, except that "heavy loading" commodities (such as steel), on which rates were increased last fall, must include these earlier advances in the 10% increase allowed.

It is permitted to increase switching and other charges. Altho the new grain rates can be approximated grain shippers are awaiting issuance of tariffs to learn the disposition of the fractional rates resulting.



## Jim Mullaney Becomes Candidate for Public Office

James C. Mullaney, Sioux City, Ia., who has played a prominent part in the public interests of Iowa's grain trade, appeared on the programs of several of the local meetings conducted by the Western Grain & Feed Dealers Ass'n, and the Independent Feed Dealers of Iowa, and acted in a number of capacities for the Sioux City Grain Exchange, has announced his candidacy for the republican nomination for Iowa's ninth district congressman in the June primary.

Mr. Mullaney was born in Beloit, Ia., in 1893, spent his boyhood at Beresford, S. D., and Hawarden, Ia., and has resided in Sioux City since 1906.

After graduation from St. Thomas College, in 1913, Mr. Mullaney became a partner in the grain business of his father, J. J. Mullaney, operating a line of country elevators in Nebraska, and South Dakota and a terminal elevator at Sioux City, Ia., under the name of J. J. Mullaney & Son, Inc. The partnership continued until the death of his father in 1935, when Mr. Mullaney succeeded to the presidency of the firm, and continued its operation.

Mr. Mullaney in 1936 was pres. of the Sioux City Chamber of Commerce. He is the present pres. of the Sioux City Grain Exchange.

Thru the Iowa grain trade Mr. Mullaney is popularly known as "Jim." Few who know him think to address him otherwise, which is proof enough of his having caught the public fancy.

Highly commendable is this interest of grain dealers in accepting public charges. Grain dealers whose experience includes public affairs are much more capable of dealing with the relationships between the grain trade, the public, and the public's officials, than are those without such experience, and are by far the most capable of protecting the interests of the trade.



J. C. Mullaney, Sioux City, Ia.

## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

### Farmers Disposed to Run Their Own Business

*Grain & Feed Journals:* We have noticed a growing tendency among our farmers to disregard provisions of the new farm bill, or rather the conservation part of the old farm bill, which is carried over. We are selling more imported clover seed than we did last season. Talked to two farmers Saturday and they stated they didn't understand the farm bill, didn't think the benefits would make up for the difference between the cost of imported and domestic seed, and they had come to the place where they thought they were just about as well off to run their own business.

If it comes to a vote on the allotment plan on corn or wheat, believe the grain dealers can perform a service to farmers if they see that they are correctly informed on provisions of this bill and urged to go out and vote their sentiments, and not just what the County Agent tells them. These new agencies can certainly give "cards and spades" to the old time politicians when it comes to getting out farmers who will vote the way they want them to.—Goodrich Bros. Co., C. C. Barnes, Ex. V-Pres., Winchester, Ind.

### Truckers Need Stringent Laws

*Grain & Feed Journals:* When 220 truck loads of corn and 16 truckloads of oats move daily across only four bridges over the Missouri river between Iowa and Nebraska, as was shown by a survey of the movement of grain by trucks made by the Omaha Grain Exchange last fall, it is high time something was done about it.

This movement of more than 60 carloads of corn daily over only four bridges must mean the movement of many more carloads of grain by truck between producing and consuming points within Iowa and across other borders of the state. Such a movement indicates that literally thousands of carloads of grain are moving by truck from producing to consuming sections of the country.

The loss of revenue to the railroads from this single source must mount to a staggering total. I have heard it said that over 50% of the merchandise other than grain that must be transported in Indiana is carried by truck. If this is true in other states also, and it must be, for Indiana would be no exception, the total loss of revenue to the rails must mount to incomprehensible figures like the national debt, or the spending done by bureaucrats.

Is it necessary to ask "What is the matter with our railroads?" The answer seems obvious. And it isn't "Raise their rates." If we are to save our rails, and the countless once thriving little towns that follow their rights-of-way, we must do something about the trucks, and we must do it now.—R. R. Protegere.

A quick start and early maturity are big factors in beating out rust. Ohio farmers found Pool wheat, a winter variety, remarkably resistant to rust at the last harvest, but Ohio farmers commonly use commercial fertilizer. The fertilizer gives the plant a quick start, so that it matures about a week earlier than when no fertilizer is used. This earliest start is often the difference between a crop and a failure when stem rust is involved.

### Contracts Let for Argentine Elevators

The Argentine National Commission for Grain and Elevators has recently let contracts for four large additional grain elevators at the ports.

At Santa Fe, Acevedo & Shaw will build, cost \$2,649,036.

At Riachuelo, Polledo Hnos & Co. will build, cost \$1,584,358.

At Diamante, construction will be by Societe des Grands Travaux de Marseilles and Puma Argentina S.A. de Obras Publicas y Maritimas, cost \$1,659,153.

At La Plata, building will be by Christiani & Nielsen, cost \$1,432,882.

Machinery and equipment at Santa Fe will be supplied at a cost of \$2,509,626 by the Cereal Machine Co., Ltd.; at Riachuelo at a cost of \$1,052,626 by Buhler Bros.; at Diamante at a cost of \$1,318,688 by Miag Muhlenbau und Industrie A.G. and Amme, Giesecke & Konegen S.R., Ltd.; at Concepcion del Uruguay at a cost of \$1,351,619 by the same syndicate; and at La Plata at a cost of \$1,538,205 by the Cereal Machine Co., Ltd.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

March 27, 28, 29, 30, Society of Grain Elevator Superintendents of North America, Kansas City, Mo.

April 21, 22, California Hay, Grain and Feed Dealers Ass'n, Los Angeles, Cal.

May 2, 3, Western Grain & Feed Dealers Ass'n, Des Moines, Ia.

May 9, 10, Northwest Retail Feed Ass'n, Nicollet Hotel, Minneapolis, Minn.

May 12, 13, Illinois Grain Dealers Ass'n, Hotel Wolford, Danville, Ill.

May 13, Oregon Feed Dealers Ass'n at Portland, Ore.

May 16, 17, Kansas Grain, Feed and Seed Dealers Ass'n, Hutchinson, Kan.

May 26, Missouri Grain Dealers & Millers Ass'n, Kentwood-Arms Hotel, Springfield, Mo.

May 31-June 1, Pacific States Seedsmen's Ass'n, Portland, Ore.

June 6-7, Central Retail Feed Ass'n, Schroeder Hotel, Milwaukee, Wis.

June 9, 10, American Feed Manufacturers Ass'n, French Lick, Ind.

June 15-18, Southern Seedsmen's Ass'n, John Marshall Hotel, Richmond, Va.

June 20-23, American Seed Trade Ass'n, Detroit, Mich.

June 27, 28, Ohio Grain, Mill & Feed Dealers Ass'n, Deshler-Wallick Hotel, Columbus, O.

Sept. 26, 27, Tentative dates for Grain and Feed Dealers National Ass'n, Royal York Hotel, Toronto, Ont.

Sept. 29, 30 and Oct. 1, Pennsylvania Millers & Feed Dealers Ass'n, Ritz Carlton Hotel, Atlantic City, N. J.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Ash Valley, Kan., Mar. 18.—Wheat crop here is from fair to good; no abandonment; fair moisture, out of danger of blowing.—C. C. Brandon.

Anthony, Kan., Mar. 18.—About 10 per cent of our wheat acreage has been destroyed by worms and has been plowed up. The balance is good.—C. E. Kennedy.

Binger, Okla., Mar. 18.—In our section 40% more wheat, 50% more oats planted, and will be harvested. Condition normal. Wheat and oats have been substituted for cotton.—Opitz Grain Co.

Huntingburg, Ind., Mar. 19.—Growing wheat in Dubois County and other counties in southern Indiana is very encouraging. A mild open winter was experienced and the grain is growing rapidly. Pastures are beginning to look green.—C.

Burlington, Okla., Mar. 19.—Wheat acreage about the same as last year. There will be 13½% or possibly 14% plowed up and nothing sowed on acreage plowed up. Prospects good, crop early; last rain Mar. 7.—Perry Evans, mgr., Burlington Grain Co.

Alden, Kan., Mar. 17.—Wheat prospects are very good, with enough moisture to last 30 days. The subsoil is still dry. The wheat acreage is reduced by a possible 5%, due to high winds in February.—J. A. Werner, Farmers Co-operative Grain, Milling & Merc. Ass'n.

Oklahoma City, Okla.—Oklahoma wheat growers are looking forward to the best wheat yield in many years with spring rains having been plentiful enough to put crops in excellent condition. At present no section has had too much rain but enough moisture is in the ground to last for about 30 days. If the state can get a rain around June 5 to 10, crop statisticians believe this year's yield will surpass last year's bumper crop.—L. H.

Archie, Mo., Mar. 15.—Winter wheat has been damaged 20% by an early freeze. Some of the wheat was killed by drouth last fall. The damaged acreage will be planted to oats. Oats will show a 10% increase in acreage. Half the acreage has already been planted and the remainder waits only on the weather. Corn remains an unknown quantity, with no acreage allotments yet. Farmers would increase their corn acreages by 10% if they could.—G. E. Marshall.

Winchester, Ind., Mar. 14.—Past week we have had at least three days that it rained almost continuously. Our ditches are running full, some little loss in our wheat crop as the low places are covered with water. I would say that our water level here is about as high as it has been for the last 8 or 10 years, as most of these rains were slow and steady and soaked into the ground. Naturally our winter wheat is looking fine.—Goodrich Bros. Co., C. C. Barnes, exec. vice pres.

Winnipeg, Man., Mar. 16.—The final crop estimate covering Manitoba, Saskatchewan, and Alberta, based on the estimated seeded acreage figures issued by this ass'n on August 4, 1937, and on returns from 91% of the country points in these three prairie provinces, credits 19,497,000 acres of wheat with producing 139,446,500 bus., 1,455,000 acres of durum wheat with 21,827,400 bus., 6,973,000 acres oats with 137,842,500 bus., 3,366,000 acres barley with 56,185,300 bus., 506,000 acres rye with 3,429,400 bus., 320,000 acres flax with 619,000 bus.—J. G. Frazer, manager, Northwest Grain Dealers Ass'n.

Minneapolis, Minn., Mar. 19.—Moisture conditions in the Northwest are fair to good at the present time. Montana and North Dakota have received above normal precipitation last fall, and during the winter; South Dakota is only slightly below normal, whereas Minnesota is somewhat below normal, especially the southern half of the State. Our northwestern states continue to be menaced by serious grasshopper infestation, but cold, wet weather will minimize this danger. Furthermore, the increased federal appropriations to combat this danger will effectively reduce losses from this source.—Archer-Daniels-Midland Co.

Kansas City, Mo., Mar. 8.—General precipitation occurred over Kansas during the week ending Feb. 22. February moisture is of decided advantage to offset possible "blowing" damage in March and as indicated in our report No. 3 the total "blown out" acreage is, so far, quite small considering the total seeded area. While we are much more optimistic than at the time of our late January report, we are still in need of timely, adequate moisture and favorable weather to produce a good crop. The reported seeded acreage is large.—H. L. Robinson-K. B. Latto, Robinson Elvtr. Co.

Winchester, Ind., Mar. 21.—It has at last stopped raining. We have had two days of beautiful spring weather, might say summer weather. It is really hot outdoors and the ground is drying up very rapidly. The writer took a drive yesterday afternoon along the by roads in this county to particularly observe the wheat. Never saw it looking better, few places are drowned out, but this will be a very small fraction of our acreage. We have a remarkable stand of clover and doubt very much whether there was a winter kill of over 1% or 2%.—C. C. Barnes, Ex. V-Pres. Goodrich Bros. Co.

Decatur, Ill., Mar. 19.—Wheat continues to show a nice green color and while some fields are short, the wheat is well rooted and winter killing is about as small as you ever see. Generally the condition could be considered above the average. Pasture condition is also favorable. Corn movement is negligible on account of heavy roads and poor weather conditions. Oats seeding will get underway as soon as fields dry off so farmers can start to work. A few cars of oats being loaded out of elevators but none offered by growers. With a proposed reduction in corn acreage this year, farmers will probably plant a larger acreage of soy beans.—Baldwin Elevator Co.

Dodge City, Kans., March 16.—I have spent ten days of the past two weeks on the territory, covering the central and northcentral sections and a portion of the northeastern section of Kansas. Dealers in only one or two counties feel that there is any large quantity of wheat remaining in the farmers' hands, and country elevator stocks are now being removed to terminals prior to the small freight rate advance which will soon become effective. Crop prospects over most of the territory covered were reported and appeared to be about on a par with conditions prevailing a year ago, although subsoil moisture in the northern section of the state is hardly as favorable. Our rainfall map showing accumulated moisture since July 1st reveals that more rain has fallen during the same period last year in the southcentral counties and extending northwestward through Barton, Rush, Ellis, Graham and Rawlins Counties, while over the rest of the state, including the two eastern tiers of counties, the eight months' precipitation record shows less than a year ago. Winter wheat generally, however, is showing up very satisfactorily, practically covering the ground in the central and southcentral portions,

while in the northern section of the state the plant is small but healthy, showing nicely down the drill row and with sufficient surface moisture to carry the crop for some time.—J. F. Moyer, Sec'y Kansas Grain & Feed Ass'n.

## Professor Powell on "Co-operatives"

Whiton Powell of the New York State College of Agriculture said last week:

"Co-operatives formed on a nation-wide scale with the idea that bigness meant power to control production of certain farm products and to fix prices are fast losing place.

"This may be the end of an era of farm co-operatives, an era in which it was thought that bigness was all-important and that price-fixing was possible. Price-fixing is possible only where there is a limited supply of a commodity and unlimited demand. Very few products qualify.

"The large-scale ass'ns which were set up by the Federal Farm Board are at a disadvantage because members have little investment, interest or responsibility. Most of the capital is supplied by outside interests. Many of the losses of these nation-wide co-ops during the past few years have been borne by the federal government.

"Small co-operatives that work locally are more successful because the initiative comes from their members. The great need of these local ass'ns is to develop a system of maintaining an active membership.

"Both co-operatives and private businesses are holding their own and the competition is stimulating. Each one is useful as a challenge to the other. There is no magic in co-operation; it is just another way of doing business. When co-ops do a better job they will gain; when they do a poor job, they will lose."

Good crops and lower prices of merchandise due to the business recession increased the exports and decreased the imports of the United States during the seven months ending Jan. 31. During January exports amounted to \$289,437,000, against \$222,665,000 in January, 1937; and imports \$170,763,000, against \$240,452,000 in January, 1937.

Chicago, Ill.—Irregularities found in the accounts of a northwestern grain firm that failed some time ago have led to an avalanche of Commodity Exchange Administration auditors checking the books of grain commission firms in an effort to learn whether margin funds deposited by customers are being segregated from the funds of the firms in accord with the Commodity Exchange Act.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

	Wheat													
	Option	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.
	High	Low	9	10	11	12	14	15	16	17	18	19	21	22
Chicago .....	132½	84¾	88½	87¾	88½	88½	85¾	86½	87¾	87	88	87½	85¾	86
Winnipeg .....	130¾	102½	120	118½	120¾	120	117	117½	119½	119½	120¼	119¼	117¾	115¾
Liverpool* .....	97½	108¾	107¾	107	108½	105¼	105¾	104¾	102¾	103¾	102¾	103¾	99¾	97¾
Kansas City .....	118¼	81½	85¼	85¼	85	86¼	83¼	83¾	85½	85	86¾	85½	84½	84½
Minneapolis .....	124¼	90¾	97¾	96¾	97	97¾	94¾	95¾	97¾	96½	97¾	96¾	95¾	95½
Duluth, durum ...	93¾	78¼	83¾	82¾	83½	84	80½	81½	82¾	82¾	83¾	82¾	81¾	81¾
Milwaukee .....	119	84¾	88¾	87½	88¾	88¾	85¾	86¼	87¾	87¾	88¾	87¾	85¾	....
Corn														
Chicago .....	81	55¾	58¾	58¾	58¾	59	57½	58¼	59	59½	60	59¾	59¾	59¾
Kansas City .....	70	52¾	55¾	55¾	55¾	55½	54	54½	55¼	55¾	56¼	56	55¾	55¾
Milwaukee .....	70¾	55½	59	58¾	59	59¾	57¾	58¾	59	59¾	60¾	59¾	59¾	....
Oats														
Chicago .....	42¼	28½	29¾	29¾	29¾	30¼	29½	29¾	30¼	30½	30½	30¼	30	30
Winnipeg .....	51	41½	46½	46¼	46½	45½	45¾	46¾	46½	47½	48¾	47¼	47¼	47¼
Minneapolis .....	30¾	26¼	26½	26½	26¾	26¾	26¾	27	27	27¾	27¾	27¾	26¾	26¾
Milwaukee .....	33¾	28½	29¾	29¾	29¾	30½	29¾	29¾	30¼	30	30½	30¾	29¾	....
Rye														
Chicago .....	84	63¾	69¾	68¼	69	69¾	66¾	67¼	69¾	68½	69	68	66½	66¾
Minneapolis .....	75½	59½	64¾	63¾	64½	65¼	62½	62¾	63¾	63¾	64¾	63¾	62½	62¾
Winnipeg .....	95¾	69¼	76¾	74	75¾	76¼	73¾	73¾	74¾	73¾	74¾	73¾	71¾	71¾
Duluth .....	75½	64	67½	66	67	68	65	65	66¾	66	67	66	64½	64
Barley														
Minneapolis .....	55¾	43¾	49¾	49¾	50¾	48½	48¾	49¾	49	49¾	49	48¾	47¾	47¾
Winnipeg .....	66¾	53¼	62¼	61¾	61¾	61¾	59¾	60¾	61¾	61¾	61¾	61¾	60¾	59¾
Soybeans														
Chicago .....	106¼	93	99¼	98¾	98	98½	97¼	98	98	98¾	100	100¼	99	98¾

\*At daily current rate of exchange.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Anthony, Kan., Mar. 18.—Farmers are still holding 30% of their wheat.—C. E. Kennedy.

Flagg Center (Rochelle p.o.), Ill., Mar. 7.—Seventy per cent of the grain is back in farmers' hands.—H. L. Hanson, Hanson Grain & Lumber Co.

Winchester, Ind., Mar. 14.—Our corn movement is still restricted by wet condition of barn lots making it impossible to get out with a heavy load. They are anxious to sell and if we could get a few days so that the ground would dry up we would have a very heavy movement of corn.—Goodrich Bros. Co., C. C. Barnes, ex. v.-pres.

Longview, Wash., Mar. 3.—In the less than five month period the port elevator shipped out 53,000 tons, with an average value of between \$35 and \$40 a ton, according to S. A. McLean, manager. In addition to the British freighter Langleford, just loaded at the elevator, approximately eight more ships are due for March, McLean declared.

Duluth, Minn.—February grain receipts at Duluth-Superior showed a large increase over the 1937 movement. Elevators received a total of 3,212,090 bus. against 331,960 bus. in the corresponding month last year. Corn comprised bulk of arrivals, amounting to nearly one half of the unloadings, barley, wheat, oats and rye following in the order named. The movement has dropped considerably this month as country marketing fell away. Shipping operations on the other hand were just the reverse. Withdrawals last month reached only 610,575 bus., as against a total of 1,792,352 bus. in the same month last year. By the time navigation opens grain stocks will be nearly double last year. Present stocks are near to 20,000,000 bus. as against 11,682,000 bus. in elevators and afloat in boats spring of 1937. At the present time corn holdings here amount to 8,500,000 bus., quite a contrast from the 8,000 bus. carried at this time last year. The bulk of these holdings are reported sold for export after navigation opens. Prevailing mild weather condition is beginning to tell on ice conditions both in the harbor and lake. Open spots are commencing to appear in the harbor ice and with favorable conditions for the next two weeks, all obstructions should be eradicated.—F. G. C.

## Canadian Stocks and Movement of Wheat

The amount of Canadian wheat in store was reported as 47,010,971 bus. for the week ending Mar. 10, compared with 47,361,685 bus. for the preceding week and 86,319,381 bus. for the week ending Mar. 12, 1937. The stocks of 47,010,971 bus. include 14,631,122 bus. of durum wheat, according to R. H. Coats, Dominion statistician, Ottawa.

Wheat marketings in the prairie provinces for the week ending Mar. 11, 1938, amounted to 1,203,523 bus. During the corresponding week a year ago, the receipts were 1,394,396 bus.

Marketings in the three prairie provinces for the thirty-two weeks from Aug. 1, 1937, to Mar. 11, 1938, as compared with the same period in 1937 were as follows, figures within brackets being those for 1937: Manitoba 34,173,364 (18,906,121); Saskatchewan 23,100,878 (81,297,985); Alberta 51,582,238 (46,425,411) bushels. For the thirty-two weeks ending Mar. 11, 1938, and Mar. 12, 1937, 108,856,980 and 146,629,517 bus., respectively, were received from the farms.

Preliminary figures showing receipts and shipments at the Head of the Lakes, also Vancouver-New Westminster, Churchill and Prince Rupert, for the period Aug. 1, 1937, to Mar. 11, 1938, in bus., were:

Fort William and Port Arthur: Wheat receipts 65,264,454, shipments 59,918,112; oats receipts 3,985,061, shipments 4,320,483; barley receipts 12,815,795, shipments 12,219,640; flaxseed receipts 84,198, shipments 176,924; rye receipts 1,093,646, shipments 261,226.

Vancouver-New Westminster: Wheat receipts

6,915,530, shipments 8,688,108; oats receipts 1,454,352, shipments 1,221,869; barley receipts 1,478,521, shipments 1,275,942; flaxseed receipts 115, shipments 548; rye receipts 20,503, shipments 12,008.

Prince Rupert: Wheat receipts were none, shipments 619,061. This compared with receipts of 447,669 and shipments of 562,646 during the same period last year.

Churchill: Wheat receipts were none, shipments 603,982. This compared with receipts of 2,430,846 and shipments of 4,293,501 during the same period a year ago.

Stocks of wheat, exclusive of durum, in store at different elevators during the week ending Mar. 11, totaled 32,379,849 bus., divided into: Western country elevators, 13,240,000; Interior private & mill elevators, 4,110,000; Interior pub. & semi-pub. terms, 1,084,144; Vancouver-New Westminster, 1,698,528; Prince Rupert, 292,279; Churchill, 11,820; Fort William-Port Arthur, 5,085,777; In transit rail, 1,551,425; Eastern elev.-lake ports, 3,422,147; eastern elevs.-St. Lawrence ports, 553,886; Eastern elevs.-seaboard ports, 566,943; U. S. lake ports, 115,000; U. S. Atlantic sbd. ports, 647,900.

## Paints Make a Good Side Line

Paints may seem far afield from the country grain elevator trade, but according to the experiences of dealers who have stocked a line of standard colors they make a profitable side line.

Elevator operators who handle lumber as a main line or side line in connection with the grain business might be expected to find paints fitting naturally into their merchandise stocks. So it is not surprising to learn that a good merchandiser like John Colborne, who runs the Morocco Grain & Lumber Co. at Morocco, Ind., runs up an annual volume of \$3,000 to \$4,000 in paints from a half-dozen display shelves in one corner of the display room of his office.

"By sticking to one brand of paints," explains Mr. Colborne, "I am able to hold down my investment in this sideline, yet always have on hand whatever a customer wants in color and texture. Even at the peak of the paint season I doubt my investment in paint would exceed \$800. We keep the inventory low, and order frequently."

Mr. Colborne has handled paint for seven years. He credits 75% of his paint sales to the display shelves. A wide archway between his general office and the display room where he keeps paints, brushes, light builders' hardware, and other retail items, gives the farmer entering his office an intriguing glimpse of

the paint display. Color charts hang on the supports of the display shelves where they attract attention and encourage a farmer to make color comparisons.

Fred H. Dahl, manager of the Belshaw Farmers & Cleaners Co. at Belshaw, Ind., a few miles southwest from Lowell, had no help from a lumber business to aid his paint business. Paint was an unaided sideline for him. Yet eight shelves, cheaply constructed from pine lumber and set up in one corner of his little office, sold \$400 worth of paint to the farm trade visiting the elevator in the first nine months following his stocking of this sideline last June.

"Of course," explained Mr. Dahl, "all of the sales were not made from the shelves. Several sales were of relatively large quantities where a farmer wanted to paint a barn or other buildings. But this office display was the beginning of those sales."

Cramped for room, Mr. Dahl uses the shelves also for displaying inoculants, dust treatments for seeds like Ceresan, Semesan, copper carbonates and others. He also sticks to one brand in his paint stocks, using the natural appeal for the farm trade that goes with a soybean oil vehicle.

## Exports and Imports of Grain

Exports of grains during the seven months period July-January, with comparative figures for the same period in 1936-37 (shown in parenthesis), according to the Bureau of Agricultural Economics, were: 11,363,000 bus. barley (3,820,000); 370,000 bus. buckwheat (1,000); 19,218,000 bus. corn (385,000); 100,000 bus. malt (21,000); 7,756,000 bus. oats (515,000); 206,660,000 lbs. rice (23,605,000); 53,040,000 bus. wheat (12,497,000); 76,445,000 lbs. soybeans (9,000); 4,264,000 bus. rye (1,000).

Imports were: 1,164,000 bus. barley (8,994,000); 130,213,000 lbs. barley malt (214,349,000); 34,211,000 bus. corn (31,219,000); 9,000 bus. oats (113,000); 79,909,000 lbs. rice (91,231,000); less than 500 bus. rye (3,861,000); 3,321,000 bus. wheat (36,448,000); 11,934,000 bus. flaxseed (9,681,000); 107,000 lbs. soybeans (247,000).

Oklahoma City, Okla.—Rainfall in Oklahoma during February totaled 4.45 inches, the highest average for February on record, and 3.14 inches above normal.



Paints are a good sideline, believe John Colborne, Morocco, Ind. (left), and Fred H. Dahl, Belshaw, Ind. (right).



# Northeastern Indiana Dealers Oppose Gross Income Tax

O. E. Hull, South Whitley, was elected pres. of the Northeastern Indiana Hay & Grain Dealers Ass'n at a meeting and banquet of the organization in the Hotel Anthony at Fort Wayne, Ind., the evening of Mar. 11. Mr. Hull succeeded Garth W. Woodard, Tocsin, as pres. Ray Mossburg, Warren, was elected vice-pres., and C. G. Egly, Fort Wayne, was re-elected sec'y treas.

Important subjects before the meeting were the Indiana gross income tax, the practice of a few terminal grain receivers and processors of accepting grain by truck without protecting the local dealer, the federal corporation income and excess profits tax, and the proposed bills in Congress seeking free west-east passage of grain carrying inter-coastal ships thru the Panama Canal.

Vigorous resolutions were unanimously adopted covering each of these subjects. The resolution covering the gross income tax reads as follows:

## Income Tax Application to Interstate Trade

WHEREAS, the State of Indiana has a tax law known as the Indiana Gross Income Tax Act, and

WHEREAS, incomes from Interstate Commerce shipments were questionable incomes subject to the tax until a recent decision was handed down by the Indiana Supreme Court on a case known as the Adams Case, and

WHEREAS, the State of Indiana has never made a determined effort to collect the tax on incomes from shipments made to parties located out of the State, and

WHEREAS, such delay created a general public opinion that no tax would ever be collected on said Interstate Commerce shipments, and

WHEREAS, competition developed so keenly that dealers and shippers were compelled to operate on a margin that carried no allowance for said income tax, and

WHEREAS, the payment of this accumulated tax now found due will impair and in many cases confiscate the working capital of respectful, conscientious law abiding dealers, and

WHEREAS, such confiscation will seriously injure the welfare of the General Public of Indiana, therefore, be it

RESOLVED, that in case the United States Supreme Court rules in favor of the State of Indiana on the J. D. Adams Case that the members of the Northeastern Indiana Hay & Grain Dealers Ass'n ask M. Clifford Townsend,

Governor of Indiana, Peter F. Helm, treasurer of the state, Clarence A. Jackson, Director of the Gross Income Tax Division, and others having authority to delay the collection of said tax until such time as the State Legislature meets and considers the advisability of granting relief on this phase of this Bill, and be it further

RESOLVED, that copies of this resolution be printed and mailed to each State Senator and Representative of the State of Indiana.

WE, the undersigners attach our signatures being convinced that the sentiments expressed in the above resolution are fair, reasonable and worthy of consideration.

This resolution was signed by, Ed K. Shepherd, 4117 Ruckel, Indianapolis; Victor Stuckey, Center Street, Berne; K. M. Snyder, Upland; Royal D. Clapp, Columbia City; George E. Pasko, R. R. No. 4, Huntington; G. L. Stover, Bluffton; Ben Levy, New Haven; W. E. Hulse, Fort Wayne; Lella Lesh, Uniondale; Avon Burk, Decatur; Charles Slevers, Columbia City; Herbert W. Isay, South Whitley; J. M. Carver, Fort Wayne; Joseph L. Stiefel, Fort Wayne; Everett O. Dunn, Syracuse; C. G. Lindsay, Kimmell; O. D. Way, Liberty Center; J. W. Lightfoot, Warren; Walter Penrod, South Whitley; E. A. Bordner, Auburn; Edward Bash, Fort Wayne; Frank Pyle, Van Buren; O. E. Hull, South Whitley; R. L. Mossburg, Warren; G. W. Woodward, Tocsin; H. O. Rice, Huntington; L. R. Rumsyre, 309 W. Ellsworth Street, Columbia City.

Pres. Claude Barnes, Winchester, of the Indiana Grain Dealers Ass'n, and Pres. Frank Pyle, Van Buren, of the Farmers Grain Dealers Ass'n of Indiana, were present at the meeting and gave their support to this and other resolutions adopted as far as their official positions would permit.

THE RESOLUTION covering "unethical business methods being practiced by certain terminal receivers, feed processors, wholesale feed distributors, etc., whereby, they buy direct from producers and sell direct to consumers thru truck facilities" repeated the sentiments expressed in a similar resolution adopted at the last annual convention of the Indiana Grain Dealers Ass'n, and

RESOLVED, this Ass'n ask all terminal receiving elevators, flour mills, soybean processing plants, feed manufacturers and wholesale feed distributors to protect a legitimate margin for the local dealer when buying from producers and selling to consumers via trucks.

THE TAXES collected by the federal government under the Corporation Income and Excess-Profits Tax Act were roundly scored

in a resolution that classed these taxes as a handicap that "seriously injures the possibilities of said Corporations to pay old debts, promote business or make new improvements," and asked for "a fair exemption before an income is subjected to the tax."

THE ASS'N vigorously opposed House Bill No. 8547 and Senate Bill No. 3032, in Congress, "which provide for free passage of merchant vessels passing thru the Panama Canal when engaged in intercoastal trade," calling attention to the Canal's deficit last year of \$2,442,299, "which would be greatly increased should the pending bills become effective."

Sec'y Fred K. Sale, of the Indiana Grain Dealers Ass'n, briefly reviewed the grain grading schools held in Indiana a year ago, and announced that another such school would be held in Fort Wayne Mar. 28 and 29.

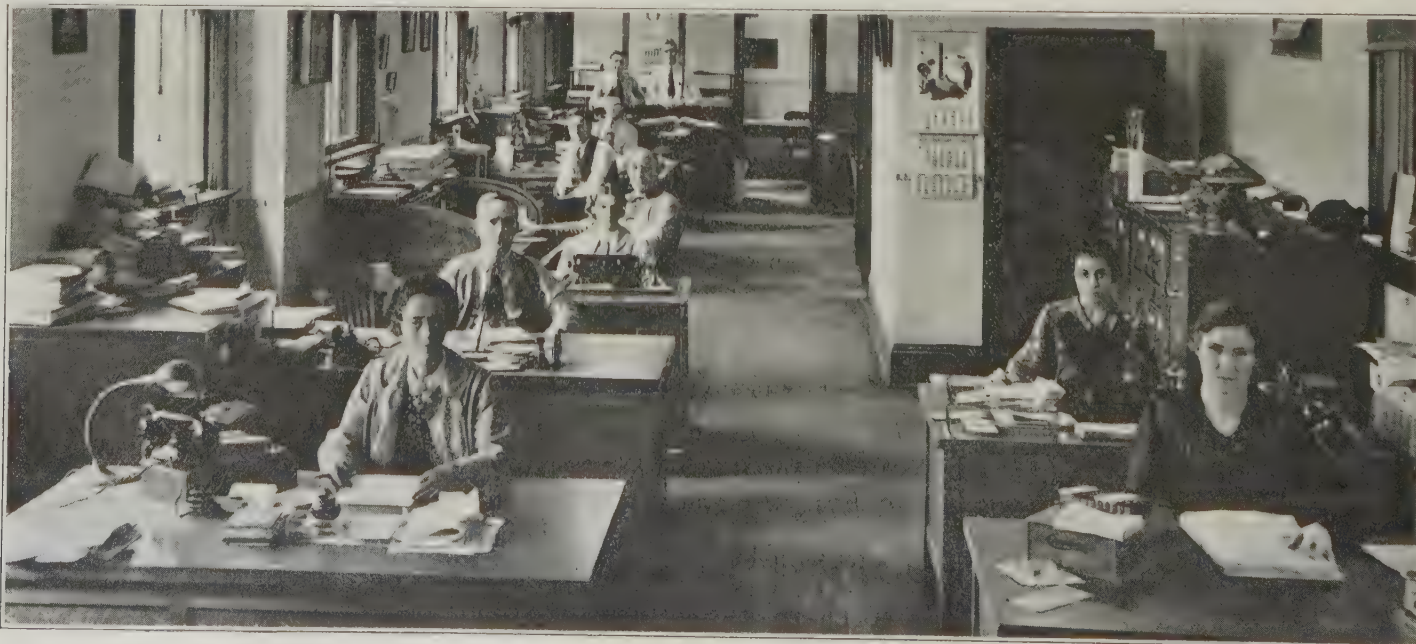
At the close of the meeting Pres. Hull appointed a Com'te on Major Activities for the coming year, composed of L. R. Rumsyre, Columbia City, chairman; Walter Penrod, South Whitley; H. O. Rice, Huntington; H. A. Dinius, Roanoke; O. E. Hull, South Whitley, and C. G. Egly, Fort Wayne.

## Weighing Equipment for Grain Elevators

By H. H. ALFREY, Chief Scale Inspector Rock Island Lines, before National Scale Men's Ass'n

Scale Testing by Railroad Co.—About 23 years ago, the heavy grain carrying railroads in Oklahoma, at the request of and thru agreement with the shippers of that state, inaugurated a service for testing grain elevator scales, something that had never been done before. That service has gradually been extended to other territories until at the present time the Rock Island Railroad Scale Department is testing from 600 to 700 industry scales per year, the greater number being grain elevator scales, both at country stations and terminal points.

Country elevators, as a rule, are small and space is at a premium. At many stations the entire elevator will not hold one day's run at harvest time and, therefore, the grain must be loaded in cars and disposed of as quickly as possible, in order to keep the house open. The workers are usually few and often inexperienced. In order to load the cars with a minimum of shoveling it is important that the grain fall as far as possible, which of course, means that the height of the scale



Commodious Office of Goodrich Bros. Co. at Winchester, Ind.  
[See facing page]



above the car is of considerable consequence unless the grain is re-elevated, which is seldom done. The design and construction of such houses does not permit a foundation sufficient for large capacity hopper scales and small capacity hopper scales in such houses have their disadvantages. The limited volume of business handled by the smaller elevators makes the cost of installation and maintenance of a track scale prohibitive. An attempt to arrive at shipping weights by keeping a bin record from the purchasing weight over the wagon or motor truck scale often results in mix-ups and errors and in reality, is little more than an estimate in many cases.

**Automatic Scale.**—All in all, it would appear the most practical, economical and convenient method of weighing grain at country elevators is the use of the automatic grain scale. It does not necessarily follow that this is the most accurate method. The magic word "automatic" seems to have a hypnotizing effect on some operators in that they expect an automatic grain scale to perform superhuman feats in weighing and accounting for a car of grain unassisted. Automatic scales are not supposed to do this, neither is it claimed by their designers or manufacturers that they do not require any attention. Our experience has shown that much better results are obtained from automatic scales that receive a reasonable amount of attention than from the ones that do not and this is the paramount issue in the selection of such a scale.

**Track Scales.**—Many mills and some of the larger elevators prefer track scales for weighing grain. There are arguments for and against this type of equipment. Some of the principal advantages of track scale weights are: the question of grain handling equipment is entirely eliminated in so far as the weight is concerned, in cases where the car is weighed in transit a very good check weight is often established, variations in weight are discovered before the car is unloaded, thus precluding the possibility of a mix-up in the house and of course, the entire load is usually weighed in one draft.

On the other hand it is difficult at times to

keep many track scales in condition to reflect grain weights as accurately as we expect other types of scales to do. This is brought about by their general design, relatively high sensibility reciprocal, faulty installations and poor maintenance, all of which materially affect a track scale to a somewhat greater degree than other better protected types of scales. On account of excessive cost, track scales are hardly practical at most larger grain elevators where cars are loaded or unloaded in large numbers, neither do they fit well into the general scheme of fast grain handling. However, some of our best results are obtained from track scales where conditions are adapted to their use.

**Hopper Scales.**—Probably the universal method of weighing grain at terminal markets and other points where such weights are supervised and accepted, is the large capacity hopper scales. Again there are arguments for and against their use, but to my mind the advantages far offset the disadvantages. The principal difficulty in such weighing is the question of grain handling equipment again. In spite of all the elaborate precautions which are taken to avoid mix-ups and errors they still occur at times. However, these cases are relatively few, but are still a factor in selecting this type of equipment. A well installed, properly designed, carload capacity hopper scale can be maintained easily within the grain weighing tolerance with very little expense and such a scale, in my opinion, appears best adapted to grain weighing where speed as well as accuracy is desired.

From the foregoing, it will be noted that the automatic, track and hopper scales all have their places in the grain trade, but in determining which type to install a very careful analysis of the requirements should be made. A great deal can be accomplished along this line if scale companies and weighing organizations, as well as railroad scale departments give the prospective elevator builder or owner the benefit of their unbiased and honest opinion when requested, particularly at smaller points where little or no such advice is available from other sources.

## Growth of a Grain Business

From one small elevator in the beginning to nineteen country elevators and a large transfer elevator, wholesale seed house and feed manufacturing plant is the remarkable record of expansion of the business of Goodrich Bros. Co. at Winchester, Ind.

P. E. Goodrich, now head of the company, 60 years ago had the summer job of driving an old bay horse that furnished the motive power to elevate grain in the original house owned by his grandfather. Completing a high school course, Mr. Goodrich farmed, operated a furniture store, a hardware store, and in 1889 formed a partnership with his brother, J. B. Goodrich, in the grain business at the site of the original elevator.

What is now the Goodrich Bros. Co. was incorporated in 1898 as the Goodrich Bros. Hay & Grain Co., the present officers being P. E. Goodrich, pres.; C. C. Barnes, executive vice pres.; W. P. Bright, vice pres.; A. G. Banning, sec'y; Edna Wasson, assistant sec'y, and W. G. Haug, manager of the cash grain department. Their commodious office quarters are shown in the engraving.

The country elevators are closely knit to the central management, every local manager sharing in the profits. A good part of the common stock is held by local managers and other employees. From purely a grain handling business the operations have expanded until now practically every commodity used by the farmer is carried in stock.

A steady growth for the past ten years has been experienced in the sale of its Goodrich brands of poultry, hog and dairy feeds. Thru the state of Indiana and in Western Ohio field seeds are wholesaled. It is gratifying to the management that in the wholesale business the very best and largest customers are the direct and close competitors at the company's own country stations.

THE ELEVATOR proper, of reinforced concrete, is 70x60 ft., and 132 ft. high, having five legs each with a capacity of 3,000 bus. per hour. The carload receiving leg discharges directly into a Fairbanks Hopper Scale of 100,000 lbs. capacity. At the same time that cars are being unloaded others can be loaded thru two loading spouts. Power is supplied by a 250-h.p. corliss engine taking steam from two 125-h.p. boilers.

The equipment of the house, which has 250,000 bus. capacity, comprises three truck dumps for receiving country grain, car unloading sink, one 26-in. attrition mill, one No. 50 Blue Streak Hammer Mill, two mixers, one cracked corn machine, and all equipment to take care of country trade.

A new Hess Direct Heat Drier was installed during the past summer; and altho completed after the corn movement had begun, since Nov. 1 over 1,000,000 bus. of corn have been dried. One-half of this originated at the company's own stations and the remainder was bought on track of Indiana dealers. The fans on the drier are motor driven and the heat is furnished by an industrial oil burner which has been very efficient.

Attached to the elevator is an 80x50 ft. brick feed warehouse, with basement and two stories.

The seed house is at the west end, 110x40 ft., three stories and basement, of brick, modernly equipped with the latest type cleaners and scarifier. In addition to the grain there was handled the past year 300,000 bus. of soybeans.

Besides successfully directing the affairs of his own company Mr. Goodrich has found time to promote local, state and national organization work. He has served as president of the Indiana Grain Dealers Ass'n, president of the Grain & Feed Dealers National Ass'n, president of the National Hay Ass'n, and for many years was sec'y of the hay ass'n.



Office and Concrete Elevator of Goodrich Bros. Co., at Winchester, Ind.  
[See facing page]



## Scale Men Object to Truck Scale Tolerance

The new vehicle scale tolerance of 4/10ths of 1%, adopted by the National Conference on Weights & Measures last June, met with rebellion on the part of scale inspectors and other members of the National Scale Men's Ass'n, meeting in the Sherman hotel, Chicago, Ill., Mar. 14-16, in their 23rd annual convention.

Discussion, pro and con, took up most of the afternoon session the first day. Points for this broad tolerance, when inspecting truck scales for accurate weights, centered around a conviction that the National Conference is an authoritative body. Points against the broadening of the tolerance from 2/10ths to 4/10ths of 1% pointed to slipshod workmanship by scale repair men, inaccuracies in weights, and dissatisfied scale users as possible developments of this backward step away from the rigid standards to which scale men have had to work.

The convention voted for appointment of a com'te to attend the next National Conference in June and work for a return to the more rigid tolerance of 2/10ths of 1% in truck scale accuracy. Appointed to this com'te later in the convention were H. M. Roeser, Chicago, chairman; R. O. Rask, Bloomington, Ill.; Harry Mayer, Chicago; H. H. Alfrey, Kansas City, and C. F. Crowley of the Western Weighing & Inspection Bureau, Chicago.

AT THE EXECUTIVE session\* Tuesday afternoon the convention elected the following ass'n officers for the ensuing year: H. O. Hem, Toledo, O., pres.; Neal Dugger, Birmingham, Ala., vice-pres.; R. O. Rask, Bloomington, Ill., sec'y-treas. Elected a member of the executive com'te for a four year term was H. H. Russell, of Chicago; elected to the membership com'te was R. O. Hausner, Chicago. J. J. Cunningham, Kansas City, Mo., was continued as sergeant-at-arms.

H. H. ALFREY, chief scale inspector for the Rock Island Lines, Kansas City, Mo., favored use of an automatic shipping scale by country elevators, and explained some of the factors that enter into the purchase of a scale for any given purpose, in his address Wednesday morning. His address appears elsewhere in this number.

P. C. ARCHER, general claim agent for the Alton Railroad, read a paper on the adjustment of claims for short weight, pointing out the importance of scales being kept in first-class condition, and of a shipper building a reputation for accuracy in his weights.

FRANK H. LANSER, chief deputy inspector for the Chicago Weights & Measures Department, was sold on having scales located convenient to operate, in his address on this subject. The more easily and conveniently that weighing can be done, the more dependable will be the human element in weighing service, he believed.

C. L. RICHARD, scale technologist for the Bureau of Standards, Chicago, used two toy trucks, one a four-wheel model, the other a tractor-trailer model, to demonstrate his conviction that dependable, accurate weighing of trucks in two drafts on wagon or truck scales is impossible, even when approaches are relatively level.

Mr. Richard has been experimenting with the possibility of making accurate weights in two-draft weighing of vehicles over truck scales in his laboratory, and has measured inaccuracies to a fine point. The raising or dropping of a truck tail gate, or the height to which a load extends from a truck bed, can cause a marked error according to the graduated differences he demonstrated.

"History repeats itself," warned Mr. Richard at the conclusion of his demonstration. "We are in an era of trucks. The future may see further increases in the sizes of trucks, necessitating further increases in the sizes of

scales, should laws and highway construction permit. It is well to be prepared."

A PART of the convention was a display of various types of scale beams, main levers, bearings, easy reading devices, over and under indicators, knife edges and other scale parts. Among the exhibitors were Fairbanks-Morse & Co., Howe Scale Co., Superior Scale Co., Columbia Scale Co., and Toledo Scale Co.

## An Idaho Concrete Elevator

The burning of its elevator after a stroke of lightning in October, 1936, gave the Cottonwood Elevator Co. an opportunity to replace its frame working and storage house with a fireproof concrete structure.

Situated in a good grain territory of the Camas Prairie Railroad about 50 miles southeast of Lewiston in the central western part of Idaho the volume of grain tributary warranted the investment.

Now the company has 110,000 bus. of storage in the old concrete tanks and 130,000 bus. in the new concrete bins, besides 35,000 bus. in the concrete flat house and 20,000 bus. of sacked grain in the frame warehouse, a total of 295,000 bus. The company does not manufacture any feed at present but expects to install feed grinders later.

The new part has bins 100 ft. high, above which is a cupola 32 ft. high. The four corner bins are 17 ft. inside diameter and set far enough apart to make 8 additional interstice bins of good capacity.

Grain to be stored in the tanks or in the 12 bins of the concrete flat house is unloaded from trucks at the new part on an air lift. Strong-Scott Dump having a 20-ton Howe Scale and elevated by one leg having 7x11 cups spaced 9 in. centers, driven by a 15-h.p. electric motor with Strong-Scott Reducer at the rate of 3,400 bus. per hour. In the busy season a dump and scale at the concrete flat house increase the receiving capacity. Its bins are filled by a leg and conveyor. This house is 30x90 ft. and 22 ft. high.

The elevated grain is distributed by a Dis-



Plant of Cottonwood Elevator Co., Cottonwood, Ida.

tributor, the eight circular and 3 interstice bins in the old concrete storage being filled by a screw conveyor.

Between the two sets of tanks is a 3-story building used for poultry and stock feeds and to house a Hart-Carter Cleaner and a modern grain treater.

The office is located in the front corner of the frame corrugated iron covered warehouse, 39 by 42 ft. The five electric motors are of the Fairbanks-Morse totally inclosed ball bearing type, two of 15 h.p., one of 10 h.p. and two of 7½ h.p.

Manager A. B. Ruhoff, who has been operating the plant since the company was organized in 1923, is very well pleased with his equipment and new storage, which was designed and constructed by Alloway & Georg.

## From Abroad

The South African government has authorized importation of wheat and flour under government control.

Australia 1937-38 revised wheat estimate reported at 174,630,000 bus., compared with 150,559,000 bus., harvested in 1936-37.—International Institute of Agriculture, Rome.

J. A. Park, of Calle Cedro No. 246, Mexico City, Mex., passed away some time ago. Mr. Park, a miller and millwright, formerly was associated with Allis-Chalmers Mfg. Co.

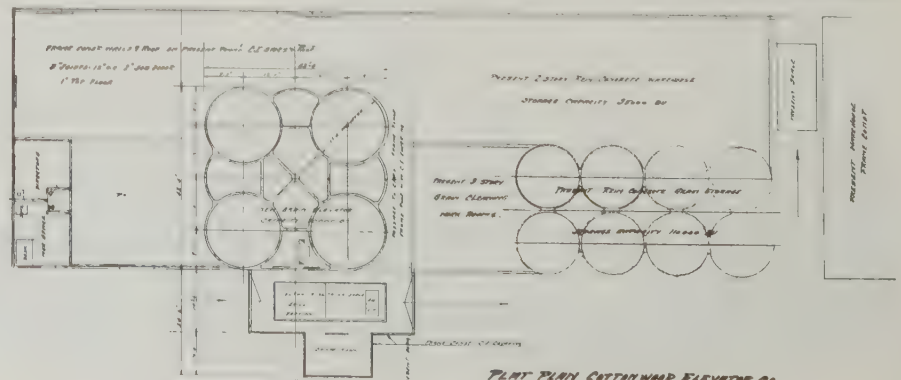
India second estimate of area sown to wheat for the 1938 harvest placed at 32,403,000 acres, compared with the revised second estimate for 1937 of 32,525,000 acres and the final figure of 33,222,000 acres.—Director of Statistics, Calcutta.

Buenos Aires, Argentina.—The National Grain & Elevators Board has proclaimed that ship holds in which grain has been loaded may not be used to carry bones, dried or salted hides, wolfram, cement, coal, tannin, potatoes, or products likely to decompose, unless adequate separations, approved by the Board, are provided.

Buenos Aires, Argentina.—Construction has begun on the grain elevator at the new port by the "Geope" company, the machinery and equipment to be supplied by Miag, Amme, Giesecke & Konegan, Ltd. The total cost is to be \$11,800,000 and the capacity for storage is to be 148,000 tons, one of the largest to be built by the government grain board.

Argentina.—In its second official estimate the agricultural ministry reduced its estimate of the 1937-38 Argentine wheat crop by 7,750,000 bus., making its estimate 65,000,000 bus. below last year, and only 44,000,000 bus. over the failure crop in 1936 when exports totaled only 61,085,000 bus. The government estimates its exportable surplus wheat at 61,613,000 bus., compared with 88,323,000 a year ago; corn, 11,811,000, against 47,205,000; flax, 33,661,000, against 47,205,000.

McDonough County, Illinois, at 60 bus. per acre, produced the highest average state yield of corn in 1937.



Ground Plan of 295,000 bus. Cottonwood Elevator, Cottonwood, Ida.



## A Modern Elevator Rises On Mill Site

Since building its new 30,000-bu. elevator and feed mill the Delphos Milling Co., at Delphos, Kans., confines its operations strictly to grain.

Delphos is on the Union Pacific railroad on the north edge of Ottawa county, about half way between Salina and Concordia. Most of the tillable acreage surrounding it is devoted to wheat, but the elevators run to numbers rather than to size, most of them having been built before the current trend in elevator construction toward bigger, better, and faster handling grain elevators. Delphos has four elevators.

The Delphos Milling Co.'s new plant is of the short studded, frame, iron-clad type, with a reinforced concrete foundation that includes the driveway and the workroom floor. No big truck may strain the driveway's concrete floor, and plenty of room is left in the 14 ft. wide and 13 ft. high entrance and exit for the passage of big trucks. The Ehrsam overhead truck lift uses a 5-h.p. totally inclosed motor and has a lifting speed of 6 ft. in 12 seconds, which means power and speed to handle the big ones.

The storage space for 30,000 bus. is split up into 13 bins, 4 of them full depth bins, 3 over the workroom and 6 over the driveway. Spout connections on the hoppers bottoms of the bins over the driveway are handy for loading trucks.

The combines that harvest grain in Kansas send wheat to market very rapidly at harvest time. Consequently grain handling speed was a measuring stick behind the selection of machinery by the owners, the Delphos Milling Co., and the designers and builders, Chalmers & Borton. The 12-inch rubber covered leg belt carries enough 10x6 inch Calumet Cups to elevate 3,000 bus. per hour. It is driven by a 15-h.p. Fairbanks-Morse Inclosed Motor in the cupola, transmitting its power to the head shaft thru an Ehrsam Head Drive, and the head shaft is carried on anti-friction bearings. The latest type of suction cleaner is installed on the head to remove dust.

Just ahead of the receiving end of the car loading spout is a 10-bu. Richardson Automatic Scale. For quick passage of workmen between the workfloor and the cupola an Ehrsam Man-lift travels up and down the leg well.

A spout from the elevator head connects with a turnhead in the adjacent feed mill for filling an additional 2,000 bus. of grain storage for feed purposes. This frame, iron-clad building has ample storage room for 4 carloads of feed, and is equipped with hammer mill, feed mixer and rolls.

The 14x22-ft. office has two rooms with floors of hardwood, and walls and ceilings covered with new wood in variegated size and colors. The office exterior is of stucco, the roof of metal. Built out at one end is a short, three-windowed bay for the scale beam, so that the weighman can clearly see all around the 9x22 ft. concrete deck of the 15-ton Fairbanks Truck Scale.

The Delphos Milling Co. used to operate a 200 bbl. mill at Delphos. But when its plant burned last July it decided to continue with only its grain and feed business, and Chalmers & Borton were called in to design and build the new plant.

## Revamping Wanted on Farm Bill

Administrating hurdles have already appeared in the month-old new farm bill.

In letters to the chairman of the House and Senate agricultural com'tes Sec'y of Agriculture Henry Wallace has outlined 13 amendments which he asks Congress to write into the new law at this session to facilitate administration of the complicated measure.

Sec'y Wallace's desire for amendments put him "on the spot." As late as Mar. 7, he declared in a radio address that the act is not "mystifying," not "complicated," and not "confusing."

If the law needs 13 amendments before it is a month old, what will it need by the time it reaches the U. S. Supreme Court?

## Strike Ties Up New Orleans Grain Exports

Loading of three ships with grain for export at the public grain elevator was stopped Mar. 10 when elevator employes struck for higher hourly wages, and demanded equalization of wages in the sacking department with those paid car and barge unloaders. The dissatisfied men were reported to be averaging \$35 to \$40 per week.

The dissatisfied employes entered a sit down strike for 2½ hours during the morning. In the afternoon, when conciliatory efforts between their 5-man com'te and the Dock Board failed, the men again went out on strike.

The port is staggering under a congestion of grain waiting for export movement, but the demands of the employes for "wages which the business does not justify," according to General Manager John McKay of the Dock Board, resulted in declaration of a lockout and closing down of export activities. Announced Manager McKay: "The elevator will remain closed until the leaders of these men can understand the unreasonableness of their demands."

Only a day earlier the New Orleans Public Belt Ry had modified its embargo on bulk grain for export movement thru the elevator, cancelling a permit requirement for bulk wheat, tho continuing the embargo on corn grading lower than No. 2.

Later the men returned to work.

## Faulty Operation of Moisture Testers

Examples of faulty operation of faulty equipment standardization are plentiful. Four cases observed during November and December, 1937, will serve as typical examples.

An Ohio River inspection point reported moisture-test variations of one per cent and over between the Brown-Duvel device and the electric moisture tester on subsamples obtained from the same lot of corn, and that results obtained with the electric meter were lower than those obtained with the Brown-Duvel tester. A study of this case revealed the fact that when the Brown-Duvel test data were compared with the official water-oven data, the Brown-Duvel data were in error by practically the entire degree of variation.

An Indiana inspection point reported low moisture tests of one per cent or over for the electric meter as compared with Brown-Duvel tests. A study of this case showed that the moisture-test results obtained by the Brown-Duvel moisture tester were in excellent agreement with those obtained by the official water-oven method, and that the trouble was in the operation and standardization of the electric moisture tester.

A Midwestern inspection point reported a difference in moisture-test results between the two devices of approximately one per cent. In this case, however, the electric moisture testers were reported as recording high moisture-test results. An analysis of this case showed that the Brown-Duvel moisture tester was giving results a full per cent lower than the results obtained by the use of the official water-oven method.

Finally, in the case of an important Missouri inspection point the studies and check tests showed that not only were the Brown-Duvel moisture testers in that market out of correct operative condition and giving erroneous and relatively high moisture-test results in comparison with the official oven-method results, but that the electric moisture testers were also out of adjustment in a manner which caused them to record low moisture results in comparison with the official water-oven data. Consequently a moisture-test variation of a full per cent developed at this market due to the combined inaccuracies of the electric and Brown-Duvel moisture-testing devices.



The New Office, Feed Mill, and 30,000 Bu. Grain Elevator of the Delphos Milling Co., at Delphos., Kan.



## Test Weight Determinations

There are four commonly used weight-per-measure determinations made in determining the value of grain in world trade. They may be classified as the Argentine, the London, the Canadian, and the United States methods. The methods or the standards of measure vary in each case.

The recently adopted standards in the Argentine Republic express this determination in terms of kilograms per hectoliter. A hectoliter is equal to 100 liters, and the liter is equivalent to 1.0567 United States quarts. A kilogram, of course, equals 2.2046 pounds, so that, roughly speaking, the kilograms per hectoliter would be about twice the weight in pounds of 100 quarts of grain.

The test weight determination in Argentina is made with a Schopper scale having a capacity of  $\frac{1}{4}$  liter. In the Schopper method, the grain is placed in a cylinder, which is the exact diameter of the test kettle and a weight is placed on top of the grain. This grain then falls into the test kettle and is stroked off with a knife-edged gate.

The London Corn Trade Ass'n makes the determination of weight by means of a 20-liter Schopper scale. This size scale requires a little over 20 quarts of grain to make the test. The first determination is in kilograms per hectoliter and by a table of equivalents is changed into pounds per Imperial bushel.

In Canada the test weight per bushel determinations are not made with Schopper method but with a bucket and beam, the bucket being based on the Imperial bushel, which is approximately 3.2 per cent larger than the official United States Winchester bushel. Due to the difference in methods in making the test, the Canadian test weights per Imperial bushel are approximately 2 pounds less than the London Corn Trade Ass'n tests.

In the United States the test weight per Winchester bushel is found with a one-quart bucket filled by means of the standard hopper. The test weight per Winchester bushel for the higher test weights under the United States method is approximately 2 pounds less than the Canadian method where the larger Imperial bushel is used, and 4 pounds less than the London Corn Trade Ass'n results, where the Schopper scale and method is followed.

For comparison United States 58.5 lbs. per bushel is equivalent to 60.5 lbs. per bushel Canadian, 62.5 lbs. per bushel London and 78 kilograms per hectoliter Argentina; and 56.1 U. S., to 58.1 Canadian, 60.1 London and 75 Argentina.—Federal Grain Supervision.

United States exports of corn from Oct. 1, 1937, to Mar. 1, 1938, totaled 32,802,000 bus., compared with 196,000 in the corresponding time the preceding year.

## Order Out of Chaos

Anyone visiting the retail feed and seed store that is a part of the grain, feed and seed business of Crabbs Reynolds Taylor Co. at Lafayette, Ind., and making comparison with the dusty, unordered manner of making retail sales that once was a standard lack of method among country elevators, will readily understand how an economical "clean-up and paint-up" campaign more than trebled the volume in this division of the company's business.

Comparison, of course, cannot be made justly, since the change from pulling dusty bales of hay, and equally dusty bags of feed ingredients out of the back end of a long and dimly lit warehouse to the clean, well-kept surroundings that characterize the present establishment, was coincidental with the beginning of feed manufacturing by the company and elimination of its retail hay and straw department. Another factor befogging comparison was the immediate discovery that people were interested in buying items like poultry and livestock remedies when these items were attractively displayed. Consequently the stocking of one line of retail merchandise led very quickly to the stocking of related lines and to a broad expansion of trade. But Manager Jesse Francis attributes \$10,000 of the increase in this division of the business to the clean-up and paint-up campaign and orderly arrangement of stocks alone.

"More than twice as many women come here to trade since the retail store has been made attractive than ever entered the store before," he says. "Trading, too, is easier, smoother, more friendly. Where once a customer would haggle over the price of a dusty sack of feed, he now asks the price, or looks at the price board and pays for his merchandise without quibbling. The improved surroundings automatically improved the buying habits of our customers."

Credit for the improvement in the appearance of the store, and for merchandising ideas, goes to a young fellow named Marion Bodkin, who has been with the Crabbs Reynolds Taylor organization for six years, and has been in charge of the retail store a good part of that time. Manager Jesse Francis allows him a free hand in merchandising plans, arrangement of stocks and to some extent in the lines of retail stocks carried.

Mr. Bodkin's arrangement of fixtures in the white-washed, rectangular interior of the retail store has placed a counter across the front middle of the room. Back of the counter is an attractive set of backed shelves extending between two concrete pillars that are a part of the building's construction. Flanking each

end of the counter is a display container of dog food. On top of the counter are the counter scales, and displays of a few small retail items like dog remedies. Displayed across the front of the counter are mounted specimens of 16 of the recognized 19 noxious weeds of Indiana. Under the counter are retail containers for small lots of field and garden seeds.

On the shelving behind the counter, neatly arranged with labels to the front and the front of the shelves filled out, are packages of stock and poultry tonics and remedies, smoke salt, and inoculants for legume seeds. Covering the fronts of the pillars at each end of the shelving is advertising of New Idea poultry feeds. Over the assembly, in huge cut-out letters, hangs a sign, "Improved New Idea Poultry Mash."

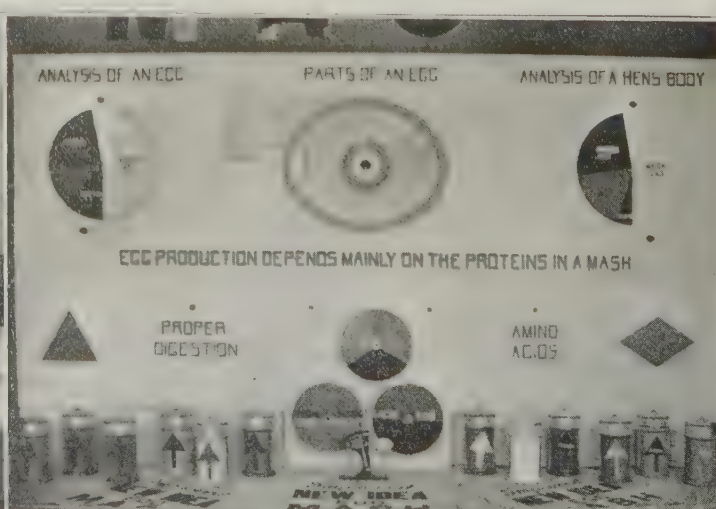
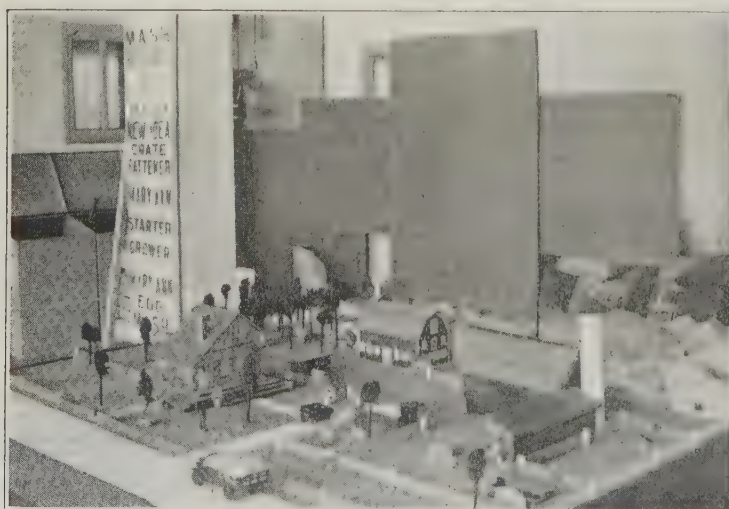
Sacks of feed are assembled in an orderly manner behind the shelving. Next to this stock is a hand truck for transferring hundred-pound sacks out to waiting cars.

Orders for less than a hundred-weight are filled from a series of eight metal bins lining the wall at the west side of the room. Two open spaces are left in this line of bins, where spouts from retail grain bins in the elevator come down the wall. A warehouse scale checks weights. Attached to the wall is a large blackboard on which the company's name and its feed items have been lettered in white, with spaces left to chalk in the price for each product.

A display of poultry supplies lines the opposite wall of the room. Attractive back boards and racks show feeders, water tanks, thermometers, hovers, brooder stoves, and the like in a sales creating manner. At the front of the store is a display of lawn grass seed, lawn and garden fertilizer, twine and a small stock of bird cages as well as Mr. Bodkin's desk, the source of a number of merchandising ideas.

Among these ideas have been a model farm, and a sign board analyzing an egg. The model farm, with fenced fields, driveways, woodlot, house, barns and outbuildings for hogs and poultry, was kept on display in the store for several weeks and attracted wide attention. In constructing the model Mr. Bodkin used toy trucks, and autos, and cut-outs of livestock. The farm was backed by a large sign advertising New Idea feeds.

The sign analyzing an egg was made by Mr. Bodkin for a display booth at the Jasper county fair. Large drawings and pie-charts showed the parts of an egg, the analysis of an egg, the analysis of a hen's body, and an



Crabbs Reynolds Taylor Co., Lafayette, Ind., advertised feeds with these displays by Marlon Bodkin. Left is a model farm. Right is an electrically operated sign and display used at the county fair. [See facing page]



illustrative assembly of three turning cog wheels. Lights flashed here and there in the sign to attract attention to the charts and advertising matter. In front of the sign was displayed an egg scale, and samples of New Idea feeds. The sign attracted such wide favorable comment that it is expected to be repeated at future fairs.

## Iowa Dealers Holding Evening Meetings

Decreasing margins, freight rate adjustments, itinerant trucker operations and fair trade practices were discussed at Ames, Iowa, March 10, in the first of a series of country dealer business meetings being held this month by Western Grain & Feed Dealers Ass'n, and Independent Feed Dealers of Iowa.

The dealers heard L. K. Soth, Iowa State College, in a talk on the agricultural outlook give his reasons for predicting a fairly steady corn price for some time to come. Soth discounted the possibility that corn exports, even if continued all year at the present rate, would be enough in proportion to the total crop to have a marked effect in boosting the price. He said corn loans are likely to sustain the price level for the present.

Frank M. Stoll, Kansas City, secretary of Associated Southwest Country Elevators, outlined his organization's program to obtain itinerant trucker-merchant regulation in all mid-western states in the next legislatures, and the dealers present expressed general approval of the plan.

Great interest was shown in the coming convention of the Western association in Des Moines May 2-3, where a "clinic" on the problems of the country grain and feed dealer is expected to supply at least part of the answer to such questions as "Can a country operator use his own trucks profitably to bring in grain from farms?"

Other Iowa meetings scheduled by the two associations in March are as follows: March 14, Sac City; March 15, Cherokee; March 16, Spencer; March 17, Sheldon; March 18, Le Mars; March 21, Marshalltown; March 22, Iowa Falls; March 23, Mason City; March 24, Algona; March 25, Ft. Dodge; March 29, Onawa; March 30, Sioux City. All are evening meetings.

Higher wheat prices are indicated by the world supply situation. Wheat prices are in a stalemate between a world supply situation which is bullish and a market psychology which still is bearish. Limited supplies of hard wheat for world markets and concern over the condition of the growing crop in the hard winter wheat belt are expected to change the trend of the market during the next two months.—Kansas State Department of Economics.

## Scores of Country Shippers Lose by Trucker Bankruptcy

Aping the methods of legitimate terminal market buyers bidding the country for grain, John L. Huber of Minneapolis, Minn., doing business as General Feeds Co., bid country stations for truckloads of grain to be called for by truck, and draft to be made for 80 per cent of the value.

To escape from the burden of debts John L. Huber went into bankruptcy, and on Dec. 12, 1935, Lloyd R. Peterson, attorney of the Farmers Elevator Ass'n of Minnesota, was appointed trustee in bankruptcy.

It was found that Huber owed over \$300 for medical services dating back to 1925, 1930 and 1931, the telephone company for \$296.95 for long distance calls, John A. Church \$40.50 on a judgment since 1929, Akbert Starr, Lomira, Ia., \$1,286 for grain purchased in 1932, while five shippers had suits pending for grain sold and not paid for. Huber promised official weights and inspection.

Twenty-three shippers had claims for amounts varying from \$254 to \$1,199 for grain sold during 1935. Against total liabilities of \$17,760 were only \$159 of unexempt assets, or less than one cent on the dollar.

Not a member of the Chamber of Commerce and having no commercial rating the shippers erred in extending credit to Huber for grain loaded into his trucks. The only safe way to deal with truckers is to insist upon cash on shippers' own weights and grades. Even so, truckers have attempted to tamper with the scales, and to prevent the full weight of the grain from being shown.

Mr. Huber failed to apply for a discharge within eighteen months after he was adjudicated a bankrupt, and because of his failure to apply within the time above stated, he will never be able to receive a bankruptcy discharge. Consequently all of the obligations listed in his bankruptcy schedule owing by him remain alive, and he can be sued thereon. Prospects of collecting any of the claims owing by Mr. Huber depend upon finding him with some assets.

Huber must be finding his game profitable, since he is continuing his practices right up to the present time.

A typical experience is that of one country shipper who writes:

"On evening of Feb. 15, 1938, at about 7 o'clock I received a long distance call from the manager of the General Feeds Co., Minneapolis, asking if I could load some yellow corn that night into his truck coming from the west into Minneapolis. He agreed to pay 48 cents, and said he needed this corn that night to complete his run.

"He said I should draw a draft on General Feeds Co., thru the Northwestern National

Bank. We did not get this draft back until Mar. 1.

"Our bookkeeper went down to look him up Mar. 4 and his story was that one of his trucks had had an accident and that his account was garnished at this time, but that he would take care of this bill direct with us, and that we would have ours Monday. Monday came and we did not receive payment."

## Kansas Farmers Elevators Oppose Surtax

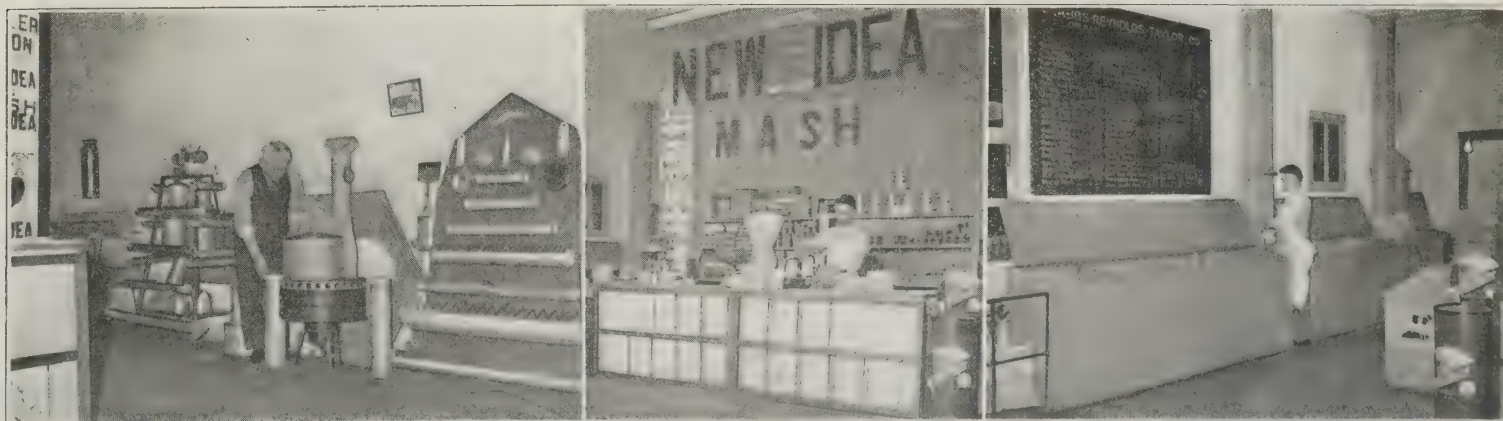
The undistributed profits surtax law met with vigorous resentment from farmers elevator managers and officers holding the two day annual convention of the Kansas Farmers Co-operative Ass'n, at Wichita, Kan., Mar. 15-16. They adopted the following resolution unanimously:

RESOLVED, That the Kansas Farmers Co-operative Ass'n favors the repeal of the undistributed profit surtax law, or at least an amendment of the same to the extent that members of our organization may make a reasonable reserve from earnings each year without additional tax.

ELECTION of officers to head the ass'n for the next year made F. J. Habiger, Bushton, president; A. C. Keller, Minneola, vice-pres., and W. O. Sand, Hutchinson, sec'y-treas. J. C. Shea, Preston, was elected a director to succeed H. L. Hartshorn, Syracuse. Emil Gall, Bellefont, and L. J. Kirkwood, Preston, are directors re-elected for three years.

A feature of the convention was the luncheon of the 25-year Club, made up of delegates who have managed farmers elevators for 25 years or more. Among the members whose record permitted them to attend were: Peter Bloom, Pawnee Rock; J. C. Shea, Zenda; Albert H. Martin, Burdette; Sherman Andre, Holyrood; E. G. Thorpe, Protection; J. B. Brown, Larned; Emil Gall, Bellefont; Fred Weiss, Offerle; A. C. Keller, Minneola; O. C. Glenn, Haviland; F. G. Habiger, Bushton; J. H. Torline, Rush Center; W. L. Bailey, Rush Center; Fred Laudick, Spearville; A. R. Antenen, Bazine.

Hammond, Ind.—"The tax burden and the annoyance of having to report this and that and the other thing to every official who comes along have taken all the joy out of business," said Max M. Nowak, when he announced sale of the Nowak Milling Corp., doing a \$1,500,000 feed business annually, to Vitality Mills, Inc., of Chicago. "I used to feel happy when I'd come down to work in the morning. I'd whistle a tune and meet the day with some zest. Today there's nothing but grief." Mr. Nowak explained that he spent \$7,008 for clerical help, auditors and attorneys last year to make out 1,100 reports which cost him close to \$20,000 in taxes, paid to the 28 states in which he did business, and to the federal government.



The Interior of the Crabbs Reynolds Taylor Co.'s retail division at Lafayette, Ind. Left: General Manager Jesse Francis adjusts a part of the poultry equipment display. Middle: Store Manager Marion Bodkin arranges a counter display. Right: Mr. Bodkin draws a retail order of corn from the elevator spout.

[See facing page]



## Superintendents' Safety Trophies Announced

The Soya Products Division of The Glidden Co., Chicago, walked away with Class A Cup in the six-month Safety Contest just concluded by the Society of Grain Elevator Superintendents, according to an announcement by Clarence W. Turning of Duluth, Director of the contest.

"The Class A award indicates an excess of 50,000 man-hours without an accident or even a lost-time injury," Mr. Turning advises. Emil Buelens, Secretary of the Chicago Chapter of the Association, is the Superintendent of this plant.

### Peavey Unit Takes Class B Cup

The Grand Trunk Pacific Elevator Co. of Fort William, Ont., took the Class B award in a highly competitive field ranging between 30,000 and 50,000 man-hours without accident or injury.

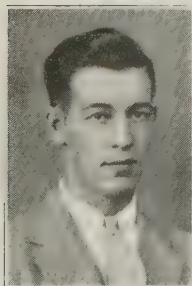
"Had Safety Committee Chairman Oscar W. Olsen of the Peavey Duluth Terminal Elevator Company, Duluth, elected to compete for the trophy," Mr. Turning points out, "then this cup would have gone to him, as his plant just completed its fiftieth month without even as much as a doctor bill—but it's still in the Peavey family." Frank Sibbald is Superintendent of the Grand Trunk plant.

### Uhlmann Grain Company Wins Class C Award

The Class C trophy goes to Uhlmann Grain Co.'s Wabash Elevator in North Kansas City, for less than 30,000 man-hours without a scratch. Kansas City's Chapter President T. C. Manning is Superintendent of this plant.

Considerable interest was shown in this year's contest so the committee has decided to extend the period of time for the 1938-39 "Scratchless battle" to nine or ten months.

Mr. G. F. Butt of the John S. Metcalf Co., Chicago, Mr. C. C. Ingraham of Hart-Carter Co., Minneapolis, and Mr. Harry B. Olson of Chicago donated the attractive trophies.



Emil Buelens,  
Chicago, Ill.



T. C. Manning,  
Kansas City, Mo.



Safety Trophy for Elevator Superintendents.

## Warehouse Practices Discussed at Oklahoma Convention

The 22nd annual convention of the Farmers Cooperative Grain Dealers Ass'n of Oklahoma, held in the Oxford Hotel, Enid, Okla., Mar. 17-18, attracted a crowd of several hundred delegates. Pres. Paul E. Peeler, Elk City, presided.

OSCAR HELINE, Omaha, Neb., pres. of the National Cooperative Elevator Ass'n, speaking at the first session, militantly excoriated the railroads and their financial structures, declaring "now is a good time to run the railroads thru the wringer and readjust their finances."

ROY SANFORD, Enid druggist, welcoming the delegates in the name of the Chamber of Commerce, vigorously fought the chain stores in his remarks.

PRES. PEELER, in his annual address, declared cooperative organizations are just as anxious as anyone else to make a profit, the difference being that the cooperative re-distributes its profits.

A. A. McPHEETERS, vice-pres. and sec'y of the Wichita (Kan.) Bank for Cooperatives, declared a shift in cotton acreage to wheat production has bankrupted many cotton ginneries and has financially crippled many of the remaining gins.

DR. A. W. JACOB, extension economist from Oklahoma A. & M. College, Stillwater, declared that wheat production was shifting south and east and away from the area where many grain elevators are located, reducing their business and causing financial strain among them.

"I think the cooperatives in this state do not give enough attention to the building of goodwill," said Dr. Jacob.

ROBERT WALDIE, in charge of administration of the U. S. Warehouse Act in Oklahoma, started a sharp discussion among prominent delegates present when he advocated elimination of abusive elevator practices thru farmers dealing only with licensed warehouses. The subject of the discussion was the practice of unlicensed elevators giving bills of exchange and sales contracts to farmers in place of bona fide warehouse receipts and weight checks. These dodges often cause a farmer to turn his grain over to an unlicensed elevator operator on the supposition that he is being paid for his grain, whereas the elevator operator is really gaining possession of the grain to provide working capital. Should the grain dealer fail to take up the bill of exchange during the 60 to 120 days he keeps technical possession of the grain the farmer may be called upon to make good the loss.

FRANK RUTHERFORD, Sec'y, National Cooperative Elevator Ass'n, Omaha, Neb., advocated farmers agitating for a state warehouse law for self-protection.

At a meeting of elevator managers, Mr. McPheeters outlined the principles of good elevator management. He advocated a careful financial budget, proper accounting systems, and periodic auditing of books. The practice of giving credit to members he roundly scored, as he did the natural tendency of members to become profit minded instead of cooperative minded.

Washington, D. C.—Field offices for directing activities for control of grasshoppers and Mormon crickets before these insect pests can wreck prospective growing crops have been set up in Minneapolis and Salt Lake City. Heavy infestations of grasshoppers are expected in 24 states, of Mormon crickets in seven western states. Control measures are expected to be placed on a county, township, or community basis, since leaving the application of poisoned baits to individuals has proved impractical.

## Merging of Rails into Seven Systems Proposed

Merging all railroads in the United States into seven great systems, which offers a prospective saving in their operating costs of over \$600,000,000, is a plan under consideration by President Roosevelt, and a special committee he has appointed, composed of Walter M. W. Splawn, chairman of the Interstate Commerce Commission, Commissioners Joseph B. Eastman and Charles D. Mahaffie, and Henry Bruere, pres. of the Bowery Savings Bank in New York. The special job of this special committee is to draw up recommendations for Congressional action to make the consolidation of rail lines possible.

The plan calls for creation of a Consolidation Authority Agency to operate independent of the Interstate Commerce Commission. This agency would have authority to call in \$16,500,000,000 in outstanding railroad bonds and exchange for them new bonds earning a lower rate of interest. The exchange of securities would in no way reduce the debt, it would simply lower the interest charges.

The Consolidation Authority Agency would be authorized to gather all the railroads into seven great systems, two of them in the East, two in the South, three in the West. Railroads entering consolidation would be issued new securities, based on the amount of revenue they can contribute to their systems. The railroads would remain under private management, but would be subjected to closer government supervision than that from which they now suffer. A proposal is made to protect common stockholders of the railroads, but banks would be eliminated in railroad financing. The railroads would deal directly with the securities-buying public.

What the railroads need more than anything else is complete relief from governmental domination.

The artificial daylight in the Washington color laboratory of the Bureau of Agricultural Economics closely matches in color the international standard for "average daylight," but it comes from a battery of 15 huge tungsten lamps that may range in size from 500 watts to 1500 watts. Arranged above the skylight the light from each lamp passes thru a specially designed filter that converts the illumination to that of natural daylight.

# HOWE

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# MOTOR TRUCK SCALES

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# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARKANSAS

Harrison, Ark.—The Meyers Milling Co. is planning to build a 20,000 bu. elevator. The company handles feed and grain as well as flour.

St. Joe, Ark.—The return of north Arkansas farmers to grain production is emphasized by the recent announcement that the Myers Milling Co. of Harrison, Ark., will start construction at once on two large grain elevators which will have a storage capacity of more than 70,000 bus. For several years the Myers Company, at present in charge of Charles and William Myers, has operated a large mill at Harrison, and within the past year has built large warehouses for the storage of feeds and hay. For several years past they have shipped in much grain for their milling operations, in addition to buying local grain. Last year they purchased about 60,000 bus. of home grown wheat. Twenty years ago wheat and corn were major crops on almost every farm in this vicinity and flour mills were operated at Leslie, Gilbert, Western Grove, Valley Springs, Everton and other points in that section. Then the farmers turned to cotton, timber, fruits and other products for their income, saying that their soils had become too poor for grain farming. Now with soil-improving projects and the enforced "live at home" program, every farmer is trying to "raise his own bread" with the result that wheat is again one of the main crops. —J. H. G.

## CALIFORNIA

Visalia, Cal.—A molasses process has been installed at the Visalia Milling Co.

Fresno, Cal.—The new addition to the Producers Cotton Oil Co. plant has installed a molasses process.

Los Angeles, Cal.—Creditors of R. W. Reeves Co. met Mar. 22 with Ernest R. Utley, referee in bankruptcy, to consider an offer of terms of composition or extension.

## CANADA

Vancouver, B. C.—James Edward Hall, 59, one of the pioneers in the milling business and founder of the first mill in Vancouver, died recently after a lingering illness. He founded the Vancouver Milling & Grain Co. in 1906. The plant was sold to the Spillers interests of England after the war. He was one of the founders and the first pres. of the Vancouver Grain Exchange and in 1926 was elected to the presidency of the Vancouver Merchants Exchange and sat on the councils of the two bodies almost continually since. For three years Mr. Hall was manager of the Shipping Federation of British Columbia and at the time of his death was pres. of Hall, Bryan, Ltd., grain and flour exporters, as well as manager of the Industrial Ass'n of British Columbia.

Saskatoon, Sask.—A resolution asking the Dominion government for a grain marketing board and a fixed minimum price for all grains not less than production costs, was passed Mar. 4 at the annual convention of the Saskatchewan Ass'n of Rural Municipalities. Production costs would be determined by the research bureau of the three western universities, the resolution provides, and western grain producers would have "adequate" representation on the board. Among other resolutions passed the ass'n asked the proposed change in grading Garnet wheat not be made this year; dominion and Saskatchewan authorities to consider a crop insurance plan; consideration of regional tariffs, failing that a general reduction of tariffs; reduction of freight rates on feed grain between points in western Canada.

High River, Alta.—The A. E. Johnson flour mill was destroyed by fire March 1, causing a property loss of \$10,000. An overheated exhaust pipe of a gasoline motor coming in contact with a wooden wall was held responsible.

Portage La Prairie, Man.—Lake of the Woods Milling Co. closed its local mill. The elevator and flour house will remain open. The machinery in the mill will be kept ready for possible reopening at some later date.

## ILLINOIS

Chadwick, Ill.—Henry F. Weber, 70, former grain elevator operator, died of pneumonia Feb. 27 at Moline hospital.

Paris, Ill.—W. E. Wade has recently installed a Kelly Duplex No. 2 one-ton Vertical Feed Mixer with motor drive.

Dillsburg, Ill.—E. E. Stribbling has resigned as manager of the Farmers Co-op. Grain Co. John Ehman has taken his place.

Martinton, Ill.—Butler Kirts is filling the vacancy at the Martinton Grain Co. elevator, made by the resignation of Shirley Dusharme.

Claytonville, Ill.—Claytonville Farmers Grain & Coal Co. incorporated; capital stock, \$15,000, by J. C. Ehlers, F. Reutter and H. Scheiwe.

Farmingdale, Ill.—Jesse W. Good, 78, for 40 years engaged in the grain business in Farmingdale and Richland, died Mar. 5, at St. John's hospital in Springfield.

Bardolph, Ill.—Mrs. C. R. Lewis has sold the elevator structure of C. R. Lewis & Co. to the Hawkins Wrecking Co. of Jacksonville and men are now razing the building.

Flagg Center (Rochelle p. o.), Ill.—We have just installed a large heavy duty Howe scale, 8x18 ft., and an electric hoist for large trucks.—H. L. Hanson, Hanson Grain & Lumber Co.

Morris, Ill.—Co-op. Allied Grain Dealers Corp., 500 shares p. v. common at \$100 per share. Incorporators, G. E. Millan, F. H. Finch, C. A. Hunt. Deal in grain, seeds, fuel, farm supplies, etc.

Castleton, Ill.—The Hartz Grain & Lbr. Co. elevator, which has been closed since the death of Walter Hartz a few weeks ago, has been taken over by E. G. Rees & Son of Broadmoor, and is now open for business as usual.

Lykens (Bloomville p. o.), Ill.—Edgar Heiber, manager of the Lykens Elvtr., held a spring opening for his plant Feb. 25. It was an all-day affair, with special programs given in the morning, afternoon and evening with luncheon served at noon.

Carmi, Ill.—Ben Brooks, 65, owner of the Riverside Mill, died Feb. 25 from a heart attack while at work in the mill. Since 1923 he has operated the mill and feed business. Surviving are his widow and one son, Charles L. Brooks. —L. G.

Deer Creek, Ill.—D. C. and C. Farmers Grain Co. has been incorporated with 180 shares p. v. common at \$50 per share. Incorporators, J. E. Garber, A. Naffziger, E. Wuermest; to deal in grain, hay, seeds, livestock, poultry, butter, cream, etc.

Sidell, Ill.—Workmen started Mar. 10 the task of cleaning up and leveling the site of the Sidell Grain Co.'s new elevator, which will be located just west of the C. & E. I. depot. As soon as the location is prepared the office and scales of the company will be moved, after which the elevator proper will be started.

Brocton, Ill.—The Federal North Iowa Grain Co. has leased the twelve elevators of the Brocton Elvtr. Co., and will operate them henceforth. Harry Baxter, who has been connected with the Federal North Iowa Co., will be manager of the line. Two of these elevators are located at Brocton and two at Hume. The other eight elvtrs. are located at McCown, Payne, Borton, Redman, Kansas, Warrington, King's Crossing and Oakland.

Champaign, Ill.—The sale of the Cleveland elevator has been authorized by the Illinois Commerce Commission. The elevator, now known as the Evans elevator, was purchased last summer from the Peoria & Eastern Railroad for \$25,000. The elevator for the past 5½ years has been leased to the Evans Elvtr. Co. of Decatur. It was built in 1912 by the railroad.

Danville, Ill.—The 45th annual convention of the Illinois Grain Dealers Ass'n will be held at the Hotel Wolford, Thursday and Friday, May 12 and 13, instead of the 9th and 10th. The change in dates is to avoid conflict with another convention that would strain hotel facilities. On the program will be an authoritative speaker to discuss the new farm bill.—W. E. Culbertson, sec'y, Illinois Grain Dealers Ass'n, Delavan, Ill.

Erie, Ill.—I have just completed overhauling the elevator, known formerly as the John McNeil elevator, which I lately bot, and it is now in full operation. It has been given a general overhauling, all reroofed and sided up with heavy galvanized roofing; I have built a new grain dump and pit, which holds 1,000 bus. and can elevate 1,000 bus. per hour. Grain is brot to the boot or elevator by electric driven conveyors. The elevator capacity is about 30,000 bus. of grain. This is a very complete, up-to-date elevator.—Frank Seger Elevator, Charles L. Muesse.

Lerna, Ill.—The new Gillman Grain Elevator was opened for business Feb. 28. R. H. Gillman purchased the old elevator from the estate of the late J. H. Snowden in December, 1936. The old elevator was then dismantled and rebuilt. It is now a modern, electrically equipped plant with a storage capacity of 20,000 bus. It has a traveling overhead electric hoist that can be used for either trucks or wagons. Mr. Gillman also operates a seed cleaning machine of the latest type.

Creston, Ill.—The Creston Grain Co. elevator, owned by Ed Farley of Leland and managed by Charles B. Lewis, was completely destroyed by fire early March 8. The roof of the building had caved in and flames were shooting skyward when the blaze was discovered. Firemen succeeded in saving coal sheds near the elevator. The fire is believed to have been started by sparks from a passing train or by defective wiring. Loss is partially covered by insurance. Several carloads of grain had been checked out a few days earlier, but some grain and feed were destroyed. The value of the building, which was a total loss, was placed at \$10,000, with partial insurance. Valuation of contents was \$3,000, loss \$2,000, with no insurance.

Mount Carmel, Ill.—The old President Mill, idle for several years, a four-story structure used for grain storage for the last year, was damaged by fire at a heavy loss early March 3. The large concrete storage bins, scale shed, garage, office, engine and boiler rooms were not destroyed. As the flames shot thru the top of the building they were seen for miles around. Cause of the fire has not been determined. The mill was formerly owned by Bernet, Craft & Kauffman Milling Co., of St. Louis, and operated for many years by the company. A year ago it was purchased by Bluff City Mill & Elvtr. Co. and used for grain storage. Several hundreds of bus. of grain stored in the burned part of the structure was destroyed but that grain in the concrete bins escaped.

## CHICAGO NOTES

Charles E. Cohen, for 13 years a member of the Chicago Board of Trade, died of a heart attack Mar. 15.

Celebration of the 90th anniversary of the founding of the Board of Trade by a dinner Apr. 2 has been postponed.

John L. Rankin of Chicago and Andre J. Bodenheimer of Paris, France, were elected to membership in the Board of Trade.

J. Guy Park, formerly with E. J. Feehery and the Stratton Grain Co., is now traveling out of Rochelle for A. C. Curry Grain & Seed Co.



Sale of membership in the Chicago Board of Trade was announced at \$3,200 with posted offers of certificates at \$3,500, and highest bid \$3,000. The sale figure was \$300 lower than previous transfer.

Henry J. Patton of Lake Forest, who died Feb. 24, left an estate of \$450,000 in trust for his daughter and grandchild after making several specific bequests of \$2,500 each.

Paul Blum, 69, superintendent of the Hayford Elevator of John E. Bastien Grain Co., passed away unexpectedly at 6 o'clock a. m. Saturday, Mar. 19, in the Woodlawn hospital. The cause of death was pneumonia, from which Mr. Blum was suffering when he was taken to the hospital the previous Wednesday. Mr. Blum had been superintendent at the elevator for nearly 30 years. Surviving are his widow and seven children.

A group of seasoned members of the grain industry—ten individuals who have held seats on the Chicago Board of Trade for fifty years or longer, is "on the job" as the exchange approaches its ninetieth birthday, Apr. 3. The ten are: William Dunn, who at 91 is dean of the group, since his membership dates from 1879; Charles H. Requa; Adolph Gerstenberg; Horace Jackson, now living at San Diego, Calif.; Charles W. Buckley; John J. O'Leary; George S. Bridge; John D. McDougall; J. Edward Wynne, and Edwin W. Orvis of New York City. Seven of the group, who reside in Chicago, are daily visitors on 'change, actively interested in the marketing of commodities and in advancing facilities of the exchange to meet modern needs.

## INDIANA

Medford (Muncie p. o.), Ind.—A. K. Murray has installed a Sidney Mixer.

Bippus, Ind.—L. O. Knecht has recently installed a Kelly Duplex Feed Mixer.

Warren, Ind.—Belleville Feed Mills has purchased a Sidney Vertical Feed Mixer.

Kirkpatrick (Linden p. o.), Ind.—Kirkpatrick Grain Co. recently purchased a large Sidney Boot Shelter.

Browtown, Ind.—Chas. W. Lucas of the Lucas Cash Store, is planning to install a small feed grinding and mixing plant.

Prescott (Shelbyville, R. F. D. p. o.), Ind.—Lawrenceburg Roller Mills Co. reported property damages sustained by windstorm recently.

LaGrange, Ind.—Andrew Decker, 80, manager of the Home Grain Co. elevator here for more than a decade, died suddenly at his home Feb. 6.

Rochester, Ind.—Clarence Viers, 84 years old and owner of the Anchor Mills, died recently after a short illness, his death being due to the infirmities of age.—C.

Speicherville, (Speicher, p. o.), Ind.—Howard Morrow of the Morrow Grain Co., has been confined to his home for the past three months on account of illness.

Lafayette, Ind.—W. R. Owens, formerly manager of the Montmorenci Elvtr. Co. at Montmorenci, has opened a grain brokerage office here, in the Loan and Trust building.

Decatur, Ind.—McMillen Feed Mills and Central Soya Co. were hosts to a group of 33 farmers and feeders from Waterloo and vicinity Mar. 2. After a tour of the plants, the party was guests of the McMillen Feed Mills at dinner at the Rice hotel.

Sharpesville, Ind.—E. R. Montgomery and John M. Brattain doing business as Sharpesville Grain Co., purchased the local elevator from J. J. Batchelor. Mr. Montgomery will continue to devote full time at Hemlock, where he owns the Hemlock Grain Co.—Leif.

Stevens Crossing (Atherton p. o.), Ind.—Fred Hahn, 42, Stevens station grain elevator operator who had been missing for several days, is in a Brownsville, Tex., sanitarium, according to word received from him by his wife. Ill health, weakness from a recent major operation, and business worries are believed to have caused a nervous breakdown.

Servia, (North Manchester, p. o.), Ind.—We have installed new one-ton feed mixers at our local elevator and also at our Urbana plant.—Mutual Grain Co.

Lebanon, Ind.—The Boone County Bankers Ass'n has announced it will sponsor a contest to select a 1938 champion alfalfa grower in Boone county. The 1938 alfalfa "king" will be crowned at a banquet here for farmers and business men.—C.

Bicknell, Ind.—The O. L. Barr Grain Co. held an all day meeting with farmers late in January, at which there were displays of feed, fence, implements, etc. A free luncheon was served to about 500 people at noon, after which moving pictures were shown and prizes awarded.

Cromwell, Ind.—Everett G. Dunn, manager of the Syracuse elevator of the Stiefel Grain Co., has been transferred to Cromwell to be manager for the company's local plant, succeeding Charles McCammet who resigned. Mr. McCammet was appointed superintendent of the Noble County Infirmary and entered upon his duties March 1.

Sullivan, Ind.—John P. Allen, well known local retired grain dealer, died at an Evanston hospital Mar. 9, where he had been confined for many months. Mr. Allen had been connected with the Sullivan Mill & Elvtr. Co., formerly located in the east part of the city, for over 25 years. He had been affiliated with granaries in various other cities, also. Interment was at Billman.

Elroy, Ind.—Jonathan B. Miller, 69, retired Darke County grain dealer, passed away Mar. 13 at his home near here. He had suffered ill health for six years. Death followed a week after an apoplectic stroke. Mr. Miller was a lifelong resident of Darke County. Surviving are the widow, Eva, one son, Archie Miller of South Bend, and two brothers, J. W. Miller, grain dealer at Elroy, and George C. Miller, Union City.

Raber (Columbia City, R. F. D. 5, p. o.), Ind.—The Raber Co-op. Elvtr. Co. elevator was destroyed by fire on Mar. 12 at 10 p. m.; one other building was also lost by exposure. A locomotive had backed in 30 minutes prior to the fire and got a carload of hogs; sparks from locomotive are the probable cause. The fire department from Columbia City was able to save several nearby buildings, including the office, in spite of unfavorable winds.—Leif.

## INDIANAPOLIS LETTER

Indiana Grain Co-op., Inc., has been incorporated with capital stock, 500 shares, 6 per cent preferred of \$100 par value, 900 shares common and 100 shares service stock of \$50 par value; to produce and market agricultural products. Incorporators, C. C. Palmer, W. L. Woodford, I. H. Hull and others.

Persons elected to membership in the Indianapolis Board of Trade at the meeting Mar. 7 are S. M. Allen, Jr., Hilbert Rust, Fae W. Patrick, Ralph E. Hueber, Maurice T. Harrell, G. L. Dryer, Charles F. Arensman, Elias C. Atkins, Austin Clifford, C. E. Foreman, John T. Heckel, William M. Hutchinson, John E. Ohleyer, W. Vernon Schultz and Robert S. Stempfel.

Freeman Bradford of Sioux City, Ia., was appointed traffic manager of the Indianapolis Board of Trade Mar. 7. He assumed his duties Mar. 15. Mr. Bradford has been sec'y-traffic manager of the Sioux City Grain Exchange. He has been affiliated with the Sioux City exchange for 14 years. He has had years of experience in railroad circles and in preparation of rail data for presentation to the Interstate Commerce Commission and to state railroad commissions.

The following have been received as members by the Indiana Grain Dealers Ass'n since the last bulletin published: Manilla Grain Co., Manilla and Rays Crossing; Wm. Steeb, Crown Point; Smith Agricultural Chemical Co., Indianapolis; Mutual Grain Co., (additional station at Urbana); Bahler Feed Service, Remington; C. G. Wolf (additional stations at Tyner and Tee-garden); King Bag Co., Cincinnati, O.; Morgan County Mills, Martinsville.—Fred K. Sale, Sec'y.

The Indiana Grain Dealers Ass'n has identified itself as a member of a new organization known as the Inter-Organization Council of Indiana. This is a non-partisan organization made up of business and trade organizations of Indiana, organized for their mutual helpfulness. Its endeavors will be confined to the consideration of three problems only, namely taxation, labor relations and unemployment compensation. It is hoped to accomplish, thru concerted action, legislation heretofore sought as individuals ineffectively. It is a commendable endeavor to protect and further the interests of the ass'n's members.

## IOWA

Marble Rock, Ia.—A. J. Ackley is manager of the Farmers Elvtr. Co. at this point.

Plymouth, Ia.—The Farmers' Co-op. Co. is enlarging its elevator by adding a room for mixing feeds.

Fostoria, Ia.—General repairs were made recently to the Fostoria Elvtr. Co.'s plant by the T. E. Ibberson Co.

Palmer, Ia.—The elevator at this point, owned by the Farmers Co-op. Elvtr. Co. was iron clad by the T. E. Ibberson Co.

Mason City, Ia.—The Farmers Elvtr. Co. of Mason City, by unanimous consent of the stockholders, has been dissolved.

Grundy Center, Ia.—The galvanized iron roof on the Farmers Elevator was recently rerailed by the Van Ness Construction Co.

Gruver, Ia.—The elevator at this point, owned by the Paul H. Graves Elvtr. Co. was painted and repaired by the T. E. Ibberson Co.

Norway, Ia.—Frank Brecht is the new manager of Quaker Oats elevator, succeeding J. L. Vader, who was transferred to Truesdale.

Remsen, Ia.—Henry Cook, employee of the Farmers' Co-op. Elvtr. Co. for 9 years, has moved to a farm near Farmer, S. D.—L. A. G.

Marshalltown, Ia.—A hot motor at the Western Grocer Co. local mills, caused a fire Friday, March 11, which, however, was extinguished without loss.—L. A. G.

Keokuk, Ia.—The Purity Oats Co. has installed a new unit of five flaking rolls and aspirators to increase capacity and allow rebuilding of the old mill.

Austinville, Ia.—John Rops, a local man, was appointed manager of the Co-op. Elvtr. Co. to succeed L. H. Schlammpp, who resigned to go on his father's farm.—Art Torkelson.

Sherwood, Ia.—Harold Harten, manager of Quaker Oats Elevator at Truesdale since it opened June, 1937, has been transferred to the company's Sherwood elevator.—L. A. G.

Atkins, Ia.—The elevator and corn crib at this point belonging to the Piper Grain & Milling Co. of Cedar Rapids, is being covered with aluminum paint by the Van Ness Construction Co.

Pella, Ia.—Will Van Duren is the new manager of Farmers Co-operative exchange succeeding Andrew Van Drimmeln who resigned after serving at two different times as manager.—L. G.

Woodstock, Ia.—The Farmers Co-op. Elvtr. Co. has recently completed the installation of a new boot tank and automatic scale and made other repairs. This work was done by the T. E. Ibberson Co.

New Sharon, Ia.—Andrew Lamis, Jr., of the Lamis Elvtr. Co., is exhibiting 250 chickens that weigh 2½ pounds each, at 8 weeks of age, as a living advertisement of the chick feeds sold at the elevator.—L. A. G.

Woden, Ia.—To make room for the new feed mill and warehouse here the Farmers Incorporated Society had the T. E. Ibberson Co. wreck one of the old elevators that had been in operation for over forty years.

Humboldt, Ia.—The Farmers Co-op. Ass'n recently re-elected J. A. Olson as pres., Elsie Terwilliger, vice pres., Wm. Wendle, sec'y, and August Weiss, treas. Tom A. Robinson was re-appointed manager.—Art Torkelson.

Colo, Ia.—Colo Co-op. Grain Co. entertained nearly 1,000 persons at a community dinner at the Colo high school gymnasium Mar. 8. It was the occasion of the company's annual meeting and naming of officers. J. W. Swinbank was elected chairman at the business session. C. B. Wilson, sec'y, and Robert Jack, was reelected manager.

## STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL. SPRINGFIELD, O. ST. JOSEPH, MO. SCHNEIDER, IND. NEW YORK, N. Y.

MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS

Consignments and Future Orders Solicited



Truesdale, Ia.—John Vader has been transferred from Norway, Ia., to assume the management of the local Quaker Oats Elevator, the position left vacant by the recent transfer of Harold Harten, to the company's plant at Sherwood.—L. A. G.

New Sharon, Ia.—Elmer Klinzman, manager of the Peterson Grain Co., sponsored a St. Patrick show at the Sharon theater, with radio entertainer, Joe Dokes, present and a two picture feature bill. Prizes were given by the grain company.—L. G.

Burdette, Ia.—White & Ackerman of Popejoy have bot the W. J. Hager elevator. Mr. Ackerman stated extensive improvements would be made, including the installation of new scales and other equipment. It is expected the work to be done will require at least sixty days.

Buffalo Center, Ia.—New, modern equipment, including a large attrition mill, ear corn crusher, drags, a 60-ft. elevator and scalpels for removing all chaff, straw, cobs and other foreign matter from grains and a new 3-ton feed mixer, has been installed in the new 40 x 80 ft. John J. VanGerpen feed mill and hatchery. The combined capacity of the mill units will be 22 to 25 tons per hour.

Keokuk, Ia.—Judge John M. Rankin has made permanent the temporary injunction writ issued last August against members of the Corn Products Workers Union who had been on strike against the Hubinger Co., manufacturers of glucose and starch. Judge Rankin's opinion was based on use of violence to keep workers out of the plant, causing the company to suffer a \$40,000 loss thru inability to process its products.

Yorktown, Ia.—An old elevator building, a county landmark, with its equipment, owned by J. H. Gwynn, was sold to Maurice Lavine of Red Oak. The plant, which had been in operation for 40 years, is being taken down and both lumber and equipment will be moved to Red Oak. Mr. Gwynn has been a grain dealer here for 40 years, but when the railroad was discontinued here two years ago, the elevator building became of little use.

Eldora, Ia.—Charley Harber, manager of the Eldora Feed Mill, announces the installation of a new 1,500-lb. all-steel, electric driven dry feed mixer with the mixing capacity of three tons per hour. Feeds are being put up as "Harber's Superior Feeds." Many patrons, especially the large turkey and livestock feeders, have their own feed formulas of which home grown grains make up a large per cent and the installation of this equipment will give these patrons better service.—L. G.

Marion, Ia.—The contract for installing new equipment in the grain elevator and feed mill owned by the Farmers Elvtr. Co. has been let to T. E. Ibberson Co. A New Idea Corn Sheller with 30-h.p. motor, new legs, service bins fitted with Union Iron Works Feeders and magnetic separators will be used. A new addition to the present feed mill will have the new equipment and new bin service. A Strong-Scott Combination Corn Cracker and Grader, 2500 bus. capacity, will be included.

Sioux City, Ia.—The Sioux City Argol plant will be in operation in time to handle the 1938 grain crop, it is announced. All financial arrangements for the plant have been completed; it is to cost \$500,000, which amount will buy the tanks, boilers, stills and a feed recovery unit, cost of installation, the ground and the building. Mass meetings are being held by the Argol com'ite thruout the territory to acquaint farmers with the nature of the farm contract. It is emphasized that 1,500,000 bus. of grain will be needed.

Matlock, Ia.—Suits totaling \$23,000 have been filed against the Matlock Farmers Elvtr. Co. in Sioux county court by Gerrit Pater as a result of the death of Mrs. Pater and their seven year old daughter, Mary Jane, in a fire at their home, here, last Dec. 11. In the petition filed it is alleged that Gerrit Pater, husband and father, bot 5 gals. of kerosene for illuminating and domestic purposes, the same to be poured into a can (not painted red). That a liquid was poured into the unpainted can and taken home, but that when his wife, the deceased Minnie Pater, attempted to use some to build a fire, the container exploded, and resultant burns received by his wife and daughter, who was with the mother, caused the death of both.

Muscatine, Ia.—J. A. TeStrake, 64, who operated a feed and grain mill here for more than 30 years, died Feb. 26 at Hershey hospital.

Wright, Ia.—Daniel K. Unsicker celebrated his 81st birthday Mar. 9. He has lived at Wright since 1896 when he entered the grain business and purchased an interest in the Wright elevator. He also established a grain business in Fremont and the old town of Butler.—L. G.

Burlington, Ia.—Plans for the building of a grain elevator at Gulfport are reported under discussion, but no action has been taken looking to the establishment of one. Recently interested people in Gulfport are said to have conferred on the plan and to have discussed acquisition of property for it.

Dike, Ia.—The new \$12,000 Farmers Co-op. Co. elevator opened Mar. 9 with formal ceremonies that included lunch and a dance in the evening. Peter Greenfield, manager, states the new structure, built by the Van Ness Construction Co., has a capacity of 16,000 bus. per hour. The old elevator was burned last October.—L. A. G.

## KANSAS

Cherryvale, Kan.—Ned Jones, manager of the Cherryvale Grain Co. elevator, received a cut on the left hand recently, while about his work at the elevator, that required surgical attention.

Inman, Kan.—W. F. Regier has resigned as manager of the Farmers Co-op. Co., his resignation taking effect Mar. 1, after 18 years' service with the company. He has not announced what his future plans will be.

Scammon, Kan.—The Souder Grain Co. is reducing the size of its grain house near the Frisco station about one half. The north end of the structure, which is one of the local landmarks, is being removed.

Marysville, Kan.—About 30 northern Kansas dealers attended the group meeting at Marysville Mar. 12. Many important current matters pertaining to the grain trade were discussed and those present recommended that more frequent meetings of this nature be held.

Hutchinson, Kan.—Roy Miller, who recently resigned as manager of the Salina Terminal Elvtr. Co. office in Hutchinson, has purchased the Southwest Grain Co. from Walter Fuller. The firm operates a half dozen southwestern Kansas elevators. Mr. Fuller is retiring because of bad health.

Florence, Kan.—Trusler-Behymer-Crofoot, of Emporia, are reported to have purchased the local grain elevator owned by Mr. Rohrer, of Elmo, and under lease to the Kansas Flour Mills for the last 10 years. Ray Carothers, the Kansas Flour Mills agent, will devote his entire time to his hatchery.

Stafford, Kan.—E. R. Tucker, formerly of Englewood, has taken charge of the Stafford Grain & Supply Co., succeeding Ray Davidson, and has moved his family here. Mr. Tucker was formerly manager of a cooperative elevator at Englewood and is thoroughly experienced in the grain business.

Mound Ridge, Kan.—Walter Goering is the new manager of the Farmers Co-op. Ass'n. He has been associated with the firm for several years and was promoted to the position of manager upon the recent resignation of Glen Lehner, manager for the past two and one half years. Mr. Lehner has not decided upon anything definite for the future.

Dodge City, Kan.—We wish to emphasize again, to all of our members, the importance of obtaining tax exemption certificates from ALL customers who purchase merchandise which, by nature of its use, is tax exempt. Be sure to secure the proper exemption certificates from every customer claiming he is exempt. Failing in this, trouble confronts the dealer when the district field auditor checks his accounts, and he will not only experience some very embarrassing moments, besides having to pay the 2 per cent sales tax on all merchandise on which he does not have exemption certificates. Remember that all sales tax exemption certificates must be renewed after Jan. 1, 1938. Dealers who have not already done so are urged to order from the ass'n at once. The ruling of the commission on this is "All sales not supported by exemption certificates are deemed taxable." —J. F. Moyer, sec'y Kansas Grain, Feed and Seed Dealers Ass'n.

**THE** call is for *brains*,  
*thought* and *knowledge*.  
Business has long since ceased to  
be a series of price haggling, a  
continual measurement of greed  
and sharp wits against sharp  
wits and greed. The *real business men* of this age are  
*creators* — not *cheats* — they  
operate for both *community benefit* and *individual interest*  
—they are seeking *permanent customers* and *long run development*.

**LOWELL HOIT & CO.**

Lawrence, Kan.—C. T. Royston, manager of the Derby Grain Co.'s local plant, for more than 20 years, died in February. T. L. Smart has been elected to succeed him.

Osawatomie, Kan.—Glenn Hewitt replaced Harvey Verdier as manager of the Farmers Union Elvtr. Mar. 7. Mr. Hewitt has been keeping books at the city hall recently. His experience includes nine years of employment by the elevator.

Copeland, Kan.—The 200,000 bus. grain elevator of the Co-op. Equity Exchange, of Copeland, was sold at public auction at Cimarron Feb. 28 to the FCA for \$77,000. The sale was conducted under federal court order. The FCA was the principal creditor and had recently obtained judgment against the Co-op. in the amount of \$77,727. S. S. Alexander, United States district attorney, represented the FCA. He started bidding at \$40,000 in the hope some other bidder might hike the figure, but only silence greeted the request for more bids. FCA upped the figure, still no other takers, so, to protect the company, Alexander submitted the figure that was equivalent to the judgment. Stockholders of the Co-op. now have 18 months in which to redeem, giving stockholders another chance after this harvest. The structure was built ten years ago and at that time was said to be the largest farmer-owned elevator in the world. Cost of construction was approximately \$80,000. After the concern went on the rocks, Albert Swanson, manager, committed suicide from worry and remorse.

## KENTUCKY

Cogswell, Ky.—Fire recently destroyed the grist mill, outbuildings and home of Lafe McKinney. There was no insurance.

Louisville, Ky.—Fred Borries, pres. of the Ballard & Ballard Co., Inc., was elected pres. and chairman of the board of directors of the Millers National Federation. He succeeds O. D. Fisher, pres. and general manager of the Fisher Flouring Mills Co., Seattle.

## MICHIGAN

Ithaca, Mich.—Ithaca Elvtr. Co. recently installed a Nickle two-roll crusher-feeder ahead of its hammer mills.

Flowerfield, Mich.—Henry J. Outcalt took possession of the S. A. Bartholomew mill Mar. 1, having bot it following the death of Mr. Bartholomew Dec. 27.



Vestaburg, Mich.—Michigan Bean Co. recently installed a nickle two-roll crusher-feeder ahead of its hammer mills.

Petersburg, Mich.—W. H. Pickard has succeeded Carl Breitner (deceased) as manager of the Farmers Market & Supply Co. Mr. Pickard formerly managed the Toledo Grain & Milling Co.'s elevator at Erie, Mich., and before that was located at Bowling Green, O. At Petersburg he has a large feed mixing and coal business as well as a considerable grain shipping tonnage.—C. E. Bryant.

Frankenmuth, Mich.—Work is underway on the erection of a large modern 50,000 bu. grain elevator for the Star of the West Milling Co. This grain storage elevator will consist of four round bins, 12 ft. in diameter, 100 ft. high, spread apart in both directions. The cupola will be 15 ft. wide, 22 ft. long and 18 ft. high. The ground area of the elevator will be about 30 sq. ft. The entire structure will stand on an 18 in. thick concrete slab. No wood will be used, all window frames being steel as will also be all spouting, elevator bucket casings, etc., and machinery supports will be of structural steel. The manlift will be of latest type, and all equipment will be modern. Burrell Engineering & Construction Co. has the contract.

## MINNESOTA

Ortonville, Minn.—Roy Gustafson is manager of the Clinton Feed Mill.

Henderson, Minn.—A one-ton Kelly vertical feed mixer has been installed at the Henderson Feed Mill.

Morgan, Minn.—General repairs were made on the Eagle Roller Mill Co.'s plant by the T. E. Ibberson Co.

Albany, Minn.—A new 15-ton scale was installed at the Peter Garding Elevator by the T. E. Ibberson Co. recently.

Hutchinson, Minn.—New storage bins have been added to the Pacific Grain Co.'s elevator here and other repairs were made. The T. E. Ibberson Co. had the contract.

Villard, Minn.—Earl W. Nelson of Minneapolis has been appointed manager of the Villard Grain Co. elevator. Albert Fischer, who has held that position, is still in charge at the plant, awaiting Mr. Nelson's arrival here.

Graceville, Minn.—The Monarch elevator has installed a rain gauge, the same type as those used at the government weather bureau. An accurate check of amount of moisture for every 24 hours will be kept, filed away for future reference.

Montevideo, Minn.—The Montevideo A. S. of E. Co-operative Elevator & Trading Co. has arranged with the T. E. Ibberson Co. for the purchase and installation of a double distributing spout and new drives, as well as making other minor repairs, which will improve their plant considerably.

Sauk Rapids, Minn.—Adolph Krieg, 73, proprietor of the Sauk Rapids Roller mills since 1905, closed his mill recently and will retire from business. The feed and grain of the roller mills has been sold to Irvin's Mill in St. Cloud. The machinery will be sold. No plans have been made for the mill building.

Minneapolis, Minn.—William L. Harvey, pres. of the International Milling Co., passed away Sunday, Mar. 13, at Palm Springs, Cal., aged 66 years. He became associated with the late F. A. Bean, founder of the company, in 1893, was made sec'y in 1896, and succeeded to the presidency upon the death of Mr. Bean in 1930.

## ELLIS DRIERS

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A complete line of Rotary Driers and Feeders for mill and feed plants.

**The Ellis Drier Co.**

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St. Paul, Minn.—A steel addition is being built to the Capitol Flour Mills, Inc., McKenzie-Hague Co., contractors, to cost \$20,000. The new structure will be seven stories, 14½x33 ft., of structural steel frame, concrete slabs, and steel sash.

## MISSOURI

Jasper, Mo.—The P. R. Carter Elevator Co. sustained damage to its electrical equipment recently.

Perryville, Mo.—Edward Thilenius, 89 years old, for many years a flour miller at Cape Girardeau, Mo., and Perryville, Mo., died recently.—P. J. P.

St. Louis, Mo.—W. H. Danforth, chairman of the board of directors of the Purina Mills, is engaged in extensive live stock feeding at his farm in Mississippi County.—P. J. P.

Gallatin, Mo.—The Owings Mill & Produce Co. is occupying its new quarters immediately east of the old post office building. The company held a grand opening Feb. 26.

Breckenridge, Mo.—Green Mill & Elevators Co. have opened a feed and produce store here, in charge of J. C. Harrington. This gives the Green company plants at Kidder, Hamilton and Breckenridge.

Hannibal, Mo.—Construction of a grain elevator approximately 40 ft. square and 60 to 80 ft. high on a strip of city land between the tracks of the Burlington and Wabash railroads and connecting with the Mississippi river, is contemplated by The Terminal Grain Co. of St. Louis. W. C. Niergarth and F. T. Jacobi have applied for a long-term lease on the property from the city. Receipts and shipments of grain by rail, truck and barge are contemplated at the proposed elevator.

Kansas City, Mo.—Members of the grain and flour trade entertained with a buffet supper at the Kansas City Club Mar. 11 for officers and employees of the Southwestern Milling Division of the Standard Milling Co. who have been transferred to Chicago. Those leaving for Chicago are C. W. Sherman, vice-pres., and J. P. Ferguson, E. J. Long and Glenn Liter, assistant sales managers. O. T. Cook, head grain buyer for the Southwestern firm, will remain at the Kansas City office.

Hamilton, Mo.—The elevator building south of the switch tracks owned by C. A. Dovenspike has been bot by H. H. Green of Pattonsburg, operator of the Green Mill & Elevators in this part of Missouri, and pres. of the Missouri Grain Dealers Ass'n. Martin Abrahams, manager of the Hamilton business of Mr. Green, stated the elevator will be rebuilt and enlarged into a modern elevator property. The acquisition of this elevator will not affect Mr. Green's other business holdings here, he merely wishing to enlarge his local interests. The plant just purchased was built by the late H. L. Bainter, who was in the grain and feed business here for many years until his health failed.

## MONTANA

Benchland, Mont.—The Montana Elevator Co. is moving the grain cleaner from its recently purchased elevator to the company's former one known as the Yellow Elevator.

## NEBRASKA

Dannebrog, Neb.—Pioneer Grist Mill recently installed a new oat huller.

Osceola, Neb.—The Osceola Flour Mill was completely destroyed by fire Feb. 27.

Omaha, Neb.—The Omaha Grain Exchange has installed a milling and baking laboratory.

York, Neb.—The York County Farmers Union is making plans to promote the establishment of a factory for the manufacture of fuel alcohol in York.

Bennet, Neb.—The Farmers Co-op. Grain Co. voted, recently, to close the elevator until July 1. W. E. Munger, manager, has not announced his future plans.

Wayne, Neb.—Lloyd Fitch, owner of the Fitch Produce & Feed Cream station, has bot the Hammer building and has moved his feed department into the newly acquired property.

Cedar Bluffs, Neb.—The Farmers Union Co-op. Ass'n here recently replaced its old automatic scale with a new 10-bus. Richardson Automatic Scale. The new scale was installed by the Van Ness Construction Co.

Omaha, Neb.—J. C. Hansen, manager of the Farmers Union Grain Co., owned by the Nebraska Farmers Union, has resigned his position to accept one with the consignment department of the Nebraska-Iowa Grain Co. May 2. M. L. Robb, manager of the Farmers Union Co-op. Ass'n Grain Elevator at Fairfield, Neb., has taken over Mr. Hansen's place.

Bruning, Neb.—Recently incorporated, Bruning Mills, to purchase, store and sell at wholesale or retail grain and cereals; to manufacture, buy and sell flour and other articles manufactured from grain or cereals. To buy and sell all products of farm; capital, \$25,000. Principals, Leon G. Bruning, Rudolph E. Collison, Norman R. Collison, Ray Kalkwarf.

Barnston, Neb.—Frederick J. Bahr, prominent Nebraska grain dealer and of the firm of J. F. Bahr & Son, died Mar. 5 at his home here. Mr. Bahr was reared near Lincoln and attended Wesleyan University and later engaged in the grain business. He operated elevators at Milligan and Broken Bow before coming to Barnston. Surviving him are his widow and three children.

Grafton, Neb.—The Hynes elevator has been purchased by the W. J. McNeil Grain Co. of Kansas City, who has owned Grafton's other elevator for the past four years, and is now in possession of the plant. W. A. Thomas, who has served as manager of the west elevator for 14 years, remains as manager with the McNeil company and will transact business at the Hynes elevator, using the west elevator for storage purposes.

Omaha, Neb.—The Omaha Grain Exchange has installed in its testing laboratory a complete milling and baking department and laboratories are now prepared to do every type of cereal analysis. The new department is prepared to render service to the baking industry, the milling industry and to the feed trade. For the baking industry there is rapid experimental baking, gassing power, maltose and ash determination; and for the milling industry, ash, protein, fat, fibre and baking tests. For the feed trade the laboratory is prepared to make tests for the determination of carbohydrates, starch, fat, fibre and nitrogen free extract.

## NEVADA

Yerington, Nev.—The Farmers Feed Mill, previously owned by Fred Moionchi, has been bot by Fred Brooks.

## NEW ENGLAND

Boston, Mass.—C. W. Boynton, for many years agent for the Boston & Maine Railroad Co., died recently at his home near Boston. He was well known among members of the Grain and Flour Exchange.

Boston, Mass.—Frank C. Bowes was elected pres. of Boston Grain & Flour Exchange, succeeding Carl J. B. Currie, at the thirteenth annual meeting of that organization. Alex S. MacDonald was chosen first vice-pres. and Dean K. Webster, Jr., second vice-pres. J. Wesley A. Gordon, Charles J. Koelsch, Nathan F. Silbert, and Fred W. Stock, were elected directors for three-year terms each. Retiring president Currie was the recipient of an overnight travel bag and a two-pen fountain desk set from his many admiring fellow exchange members.

## NEW JERSEY

Atlantic City, N. J.—The Pennsylvania Millers & Feed Dealers Ass'n will hold its annual convention at the Ritz Carlton Hotel here, Sept. 29-30 and Oct. 1.

## NEW YORK

Buffalo, N. Y.—Otto Tantzler, formerly an officer of the GLF Exchange and now pres. of Feed Supplies, Inc., has purchased the membership of M. C. Burns, pres. of the Traders Feed & Grain Co., on the Corn Exchange.

Official Brown-Duvel  
**MOISTURE TESTERS**  
Tag Heppenstall Moisture Meters  
and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.  
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New York, N. Y.—Trading in peanut futures opened on the New York Produce Exchange Mar. 15 with two calls daily, at 11 a. m. and 2:15 p. m. Options became available in all option months from May thru December. Commissions are \$15 for members, \$25 for non-members. Contract grade is U. S. standard No. 1 shelled Spanish (tho others are deliverable), 30,000 lbs. equaling one contract.

## NORTH DAKOTA

Langdon, N. D.—Monarch Elvtr. Co., where Edward Guthschmidt is manager, is installing a new grain cleaner.

Grafton, N. D.—The scale of the Farmers Co-op. Grain Co. will be raised in the near future by T. E. Ibberson Co.

Grandin, N. D.—The Farmers Elvtr. Co. elevator was recently burglarized, the thieves taking between \$50 and \$100.

Lorrain, N. D.—A new 20-ton scale and air dump was installed recently by the T. E. Ibberson Co. at the International Elvtr. Co.'s local plant.

Maxbass, N. D.—The International Elvtr. Co. recently installed a 20-ton scale and air dump at its local plant. The T. E. Ibberson Co. did the work.

Noonan, N. D.—On Mar. 2, while driving into the elevator of the Farmers Co-op. Elvtr. Co. a truck driver lost control of the truck and damaged two front doors.

Wild Rice, N. D.—Moreland Farmers Elvtr. Co. recently bot the Valley Seed & Grain Co. elevator. Three days after purchase safecrackers made away with \$44.13 of the company's money.

Grafton, N. D.—C. E. Dickie, formerly of Hamilton, has taken over the management of the Monarch Elvtr. Co. in Grafton, succeeding M. L. Hughes, manager since 1930, who has been promoted to district superintendent for the company.

## OHIO

Lucas, O.—George Smith has purchased the Lucas Milling Co. business and property.

Rosewood, O.—The Rosewood Grain Co. property was damaged Jan. 24 by windstorm.

Arcanum, O.—The John Smith Grain Co. recently installed a Sidney Corn Cracker and Grader.

Berea, O.—The Cuyahoga Co. Farm Bureau has bot the James Reed Mill. Alfred James remains as manager.

Washington C. H., O.—C. E. Lloyd reported damages sustained to the Lloyd Grain & Elvtr. Co. property during windstorms Feb. 19 and 27.

Lexington, O.—The Farm Bureau Co-op., with headquarters at Columbus, has installed a Sidney sheller and scalper with fan, at its local plant.

Peterson's Siding (Ada, p.o.). O.—Fire destroyed the grain elevator owned by Baransy and Wolfrom Mar. 15. Loss, several thousand dollars. Partly insured.

Bucyrus, O.—Fire originating in the elevator leg, probably caused by the corn elevator running empty, damaged the property of The Zeigler Milling Co. on Mar. 12.

Dunbridge, O.—Central Mills, Inc., manufacturers of alfalfa meal, have contracted for installation of a large rotary drier with drying capacity for 25 to 30 tons of alfalfa meal per day.

Caldwell, O.—The large flour mill of the Pugh Milling Co. located in the downtown manufacturing district, was destroyed by fire the night of March 8. Origin of the fire has not been determined.

Old Fort, O.—Peoples Mercantile & Elvtr. Co. has made extensive improvements with several drags, Eureka Cleaner, corn cracker and grader, motors, and drives, all purchased from the Sidney Grain Machinery Co.

Blanchester, O.—J. M. Garrison, sec'y and treas. of Dewey Bros. Co., aged 67 years, passed away at his home Feb. 25. Mr. Garrison had been with Dewey Bros. for 35 years, starting with them at Xenia, O.

Oakwood, O.—The Carl Slosser Elevator is now open and doing business after being closed for thirty days for repair work. Mr. Slosser stated his Hartsburg (Oakwood p.o.) elevator will remain closed while alterations are being made there.

Wilmington, O.—Clinton County Farm Bureau has installed a new ton Kwik-Mix mixer.

Hamilton, O.—Opekasi Farms, Glendale, recently purchased for the local branch, the Hamilton Equipment & Grain Center, a corn drag, large boot sheller, elevator heads, steel elevator, hammer mill feeder and other equipment, all furnished by the Sidney Grain Machinery Co.

## OKLAHOMA

Bison, Okla.—Work of tearing out the old elevator of the Farmers Co-op. Elvtr. Co. is well under way, and construction of the new concrete elevator Chalmers & Borton have contracted to erect for the company, as announced in a previous issue of the Journal, will start immediately upon completion of the task.

Oklahoma City, Okla.—Officers and directors of the Farmers Union Co-operative Royalty Co. have been sued in district court by a stockholder who alleged they had perpetuated themselves in office in violation of the company charter.

The suit asks that a receiver be appointed. The suit alleges Clayton Russell was improperly made president by the other directors and was being paid \$75 a month without proper authority.—L. H.

Butler, Okla.—Paul Zobisch, 55, whose death occurred at his home Feb. 21, after more than a week's illness of pneumonia and complications, was a pioneer business man of Butler, engaged for years in the grain trade. He was of the firm Paul Zobisch Grain Co., and was a leader in civic affairs. He built the first grain elevator erected in the western part of Custer county. Associated with him were his two sons, Harry and Carl Zobisch, who will continue the business. Three other children and his widow also survive him.

Lindsay, Okla.—The Pecos Valley Milling Co. will erect an alfalfa mill here on tracks east of Williams avenue, secured from the Santa Fe railroad. Construction work on the mill and other buildings, which will include a de-hydrating plant and mill for processing alfalfa hay, a

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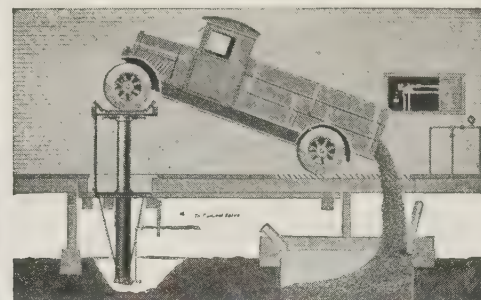
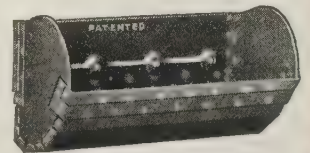


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D.P. They carry more than ordinary cups and they discharge all of the load.



C.C. These cups are designed for unusually close spacing and higher speeds. If you need greater capacity and exceptional service use Superior C.C. Cups.

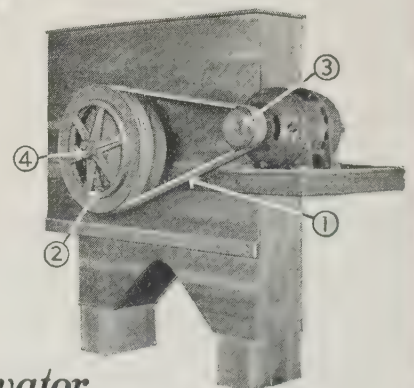


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It is the only vertical-lift dump that can be hung from the scale timbers. This means lower installation cost and, most important of all, no interference with correct weighing. Handles all trucks quickly, quietly and safely. Write for particulars.

### Strong-Scott Head Drive

It's the ONLY head drive that will deliver so high a percentage of your motor's power to the head shaft. Note these features: The V-Belt drive (1) has been proved 99% efficient. The automatic Back Stop (2) can't fail and can't stick. Leg speed can be changed easily by changing (3) sheave on motor. Planetary gears (4) in oil bath, 97% efficient.



Everything for Every Mill, Elevator  
and Feed Plant

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large baled storage house, a warehouse and a small office building, will start as soon as equipment and materials can be shipped here. It is expected to have the mill ready for the cutting of the first crop of alfalfa. The Chamber of Commerce is cooperating with the company in securing additional ground for the site of the building.

Mulhall, Okla.—The C. B. Martin Elvtr. Co. plant was practically destroyed by fire the afternoon of Feb. 27. The elevator was one of the newest and most modern plants in Logan county, and the loss of the corrugated iron structure and the 7,000 bus. of oats and 2,200 bus. of wheat stored therein amounted to more than \$10,000 the owner stated. The fire is reported to have started in the upper part of the elevator, but from what cause has not been determined. The elevator was thoroly cleaned the day prior to the fire. Mr. Martin stated he planned to rebuild on the same site. A small amount of the grain, water soaked, was salvaged. The loss of both elevator and its contents was only partially covered by insurance.

## PACIFIC NORTHWEST

Cashup, (Thornton p.o.) Wash.—We are going to install a new truck dump.—Boyd-Conlee Co., Cashup Elvtr.

Portland, Ore.—Robert G. Baxter has been appointed Portland meal division manager of Durkee Famous Foods, Inc., effective Apr. 1.

Revere, Wash.—Sprague Grain Growers, Inc., and Lamont Grain Growers, Inc., have combined to erect a 72,000 bu. grain elevator here.

Wayland (Athena, p.o.), Ore.—Modern electrically operated machinery has replaced outmoded equipment in the plant of A. H. McIntyre Grain Elevator Co.

Ferndale, Wash.—The Pynor Feed Co. has installed a new feed mill and made other improvements. It has proposed to provide storage for 100 tons of bulk grains.

Portland, Ore.—The Coast Concentrates Co. has been organized by Fred C. Old and John Todd. Offices are on Supple Dock here where a complete line of feed concentrates will be stocked.

Fairfield, Wash.—The Farmers Alliance Warehouse & Elevator Co. will erect a new 100,000 bu. grain elevator this summer, to cost \$17,000. Henry Treede is pres. of the company, L. Lindstrom is manager.

Oakesdale, Wash.—The Mark P. Miller Milling Co., Moscow, Ida., has started construction of a \$20,000 grain elevator, with storage capacity for 150,000 bus. The company has mills in Moscow, Ida., Seattle, Wash., and Portland, Ore.

Govan, Wash.—The Almira Farmers Warehouse Co., Almira, Wash., has let a contract for building a \$40,000 addition to the company's elevator here that will more than double its storage capacity, bringing the total to 165,000 bus. E. M. Cardwell is local manager.

Fenn, Ida.—The board of directors of the Union Warehouse & Supply Co. at a meeting held at Grangeville, decided that as soon as practical about \$6,000 will be spent in enlarging the bulk storage capacity of their local plant to 60,000 bus. The warehouses at both Fenn and Grangeville will have the electrical wiring completely overhauled.

Mansfield, Wash.—Walter Binder and Al Wieldrier of Puyallup, recently purchased the B. H. Greenwood & Son cereal mill, located here.

Sunnyside, Wash.—Victor Mason, former manager of the LaCrosse Grain Growers, Inc., has purchased a feed business in the Yakima Valley near here.

Auburn, Wash.—L. D. Colby has been named manager of the Farmers Warehouse Co., to succeed Dave Griffiths, who recently resigned. The company's board of directors has re-elected P. H. Dykstra pres., and B. F. Hardin, Thomas, vice-pres.

Wilbur, Wash.—C. W. Kunz lost his watch while working on construction of a grain elevator last summer. Subsequently several thousand bushels of wheat were sifted in an effort to locate it. Recently Ed Johnson found it in a sack of wheat used for chicken feed.

Okanogan, Wash.—A resolution asking that granges of this county take steps to erect a co-op. grange warehouse and feed mill at some central point in the Okanogan valley has been passed by the Scotch Greek Grange and passed on to other granges of the county and Pomona for their action.

Craigmont, Ida.—The Union Warehouse & Mercantile Co. has begun construction of a new cribbed elevator with capacity for 120,000 bus. Grain handling equipment will include Winters full floating boots, rubber covered cup belts, Calumet high speed buckets, and a 20-ton Howe motor truck dump scale.

The Dalles, Ore.—The commissioners of the Port of The Dalles are busy studying tentative plans for construction of large wheat elevators on The Dalles water front of the newly formed Lake Bonneville. Harry Proudfoot, Wasco, Ore., co-op. wheel handling leader, recently discussed specifications and need for a grain elevator here.

Kennewick, Wash.—According to railroad men, orders have been issued for the removal of the Texaco and Associated oil stations to the other side of the tracks, causing rumors to fly to the effect that the Pillsbury people might be in a position to erect the mill, long talked of, in the near future. The mill people, however, have given no indication of what their intentions may be. General opinion on the street has been that the mill deal had "gone by the board" entirely.

Craigmont, Ida.—Sealed bids for the purchase of the crib grain elevator of 7,500 bus. capacity and a storage warehouse with 58,000 bu. capacity, a part of the old Farmers National group of buildings, were called for by the FCA, the bids to have been received up to and including Mar. 17. These buildings were turned over to the FCA following the consolidation of the old Farmers National with the Vollmer Clearwater Co., when it acquired the warehouse of the latter company.

La Crosse, Wash.—Hugh Weiford, recently appointed manager at the La Crosse Grain Growers office following the resignation of Victor Mason, has tendered his resignation to accept a position with the White Pine Sash Co. of Spokane. F. R. Jones was elected to fill the vacancy. Mr. Weiford had been employed as bookkeeper for the company for several years prior to his recent promotion to manager. Subsequently Mr. Jones resigned to preserve his retirement rights from a railroad job, and he has since been succeeded by Charles Cook, as manager of LaCrosse Grain Growers.

## PENNSYLVANIA

Mercer, Pa.—Mercer Milling Co. has installed ahead of its hammer-mill a Nickle two-roll Crusher-Feeder for mixed ear corn and small grain.

Enon Valley, Pa.—I. G. Studebaker Co. has installed ahead of its hammer mill a Nickle two-roll Crusher-Feeder for mixed ear corn and small grain.

Scranton, Pa.—Charles Neuls, 87, well known feed and grain dealer of South Scranton, died at his home February 27 as the result of a paralytic stroke.

## SOUTH DAKOTA

Athol, S. D.—The plant at this point, owned by the Eagle Roller Mill Co. was completely iron clad and new roofs were put on, also general repairs were made. The work was done by the T. E. Ibberson Co.

Estelline, S. D.—New Strong-Scott head drives, along with a new leg were installed in the plant owned and operated at this point by the Eagle Roller Mill Co. The installation was made by the T. E. Ibberson Co.

Yale, S. D.—The Farmers Elvtr. Co. recently sponsored a feed and seed meeting here when representatives of the J. G. Winter Seed House were speakers. At the conclusion of the program refreshments were served to 100 persons in attendance.

## SOUTHEAST

Rutherfordton, N. C.—The Yelton Milling Co. is enlarging the daily capacity of its mill from 150 to 175 bbls. of flour. G. B. Yelton is manager.

Richmond, Va.—A bill has been introduced in the state legislature to require registration of labels, brands and trademarks, with a fee of \$5. This tax burden is unnecessary, since label, brand and trademark registration is now fully covered by federal law. Should each of the states enact similar legislation the burden on manufacturers of nationally distributed merchandise would be excessive.

## TENNESSEE

Columbia, Tenn.—The properties of the City Mill & Grain Co., idle for several years, have been purchased by the Columbia Mill & Elvtr. Co. and W. N. Butler of Columbia for \$11,500. The property was owned by Mrs. Randolph McLemore Frierson and included all machinery, fixtures, appliances and tangible property. The new owners have not announced their future plans.

## TEXAS

Ranger, Tex.—A. J. Ratliff, manufacturer of "Our Own Feed," has just installed a new latest type hammer mill.

Amarillo, Tex.—Panhandle Grain & Feed Dealers' Ass'n has been incorporated, with no capital stock, by F. A. Render, O. D. Dinwiddle and Burton Thornton.

Crosbyton, Tex.—The Crosby County Grain & Elvtr. Co. has been incorporated with capital stock, \$9,000. Incorporators, Carter Chase, Ira B. Taylor and N. K. Dupre.

Bryan, Tex.—The Waldo Alfalfa Milling Co., Inc., of El Reno, Okla., has started the erection of a modern dehydrating alfalfa plant at Bryan. It is expected to have the plant in operation by Apr. 1.

Pampa, Tex.—Fire destroyed the Martin-Lane Grain Co. elevator early Mar. 6. The blaze, already well started, was discovered about 3:30 a. m. by a passing motorist, who drove to the fire station and turned in an alarm.

Elsa, Tex.—The first citrus meal ever made in the Rio Grande valley has been produced at a large dehydrating plant of the Engleman Gardnes Citrus Ass'n. The citrus meal, after being processed to make it palatable for livestock, may be used for feed. It is not a regularly quoted commodity on feed markets.

Dallas, Tex.—Blaine Thompson of Galveston has been appointed general manager of the Morten Milling Co. to succeed Finis E. Cowan, who has been elected pres. of the Dallas Grain Exchange. At one time Mr. Thompson was sales manager of the Burrus Mill & Elvtr. Co. at Fort Worth. He will move his family to Dallas soon.

Fort Worth, Tex.—Gaylord J. Stone, pres. of Universal Mills, and A. A. Hart, head of the grain department of the same company, have leased the concrete storage bins, with a capacity of 150,000 bus., of the old Smith Bros. Grain Elvtr. Co. elevator, adjacent to Sante Fe yards, which were left undamaged by the fire that destroyed the rest of the plant several years ago. The plant will be ready to handle the new grain crops.

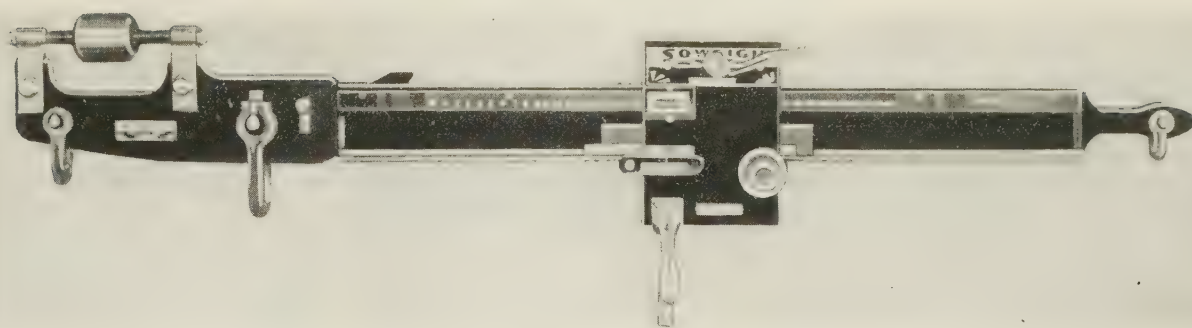
## UTAH

Salt Lake City, Utah.—The property of the White Fawn Mill & Elvtr. Co. of South Jordan was damaged by fire of undetermined cause Feb. 27.

## Notice to Contractors

Bids will be received between now and March 29th, 1938, and the contract will be let on April 2nd for the construction of an Elevator for the Farmers Cooperative Association of Hobart, Oklahoma. Blue prints and specifications may be had on deposit of \$15.00 for said plans and deposit returned on return of said plans on or before March 29, 1938. All bidders must attach a certified check of 15% of their bid. The Board of Directors of the Farmers Cooperative Association reserve the right to accept or reject any or all bids. Address communications to W. E. Gentry, Secretary, Hobart, Oklahoma.





New Scale Beam with Direct-Reading Poise.

## WISCONSIN

Sherwood, Wis.—West Seidel has installed a new electrical grinder at his elevator.

Potter, Wis.—Potter Elvtr. Co., incorporated; 150 shares, no par value. Principals, W. Lerche, H. C. Timm, H. Krueger.

Milwaukee, Wis.—The annual caucus for proposing of candidates to be balloted upon at the Primary election was held on Sat., Mar. 19, at noon, in the Milwaukee Grain & Stock Exchange room.

Brillion, Wis.—Burglars entered the Brillion Mill & Elvtr. building recently, blew up the safe and escaped with about \$75 in cash. The damage done is estimated at about \$200 by Henry Carstens, owner.

Fall Creek, Wis.—The Fall Creek Farmers Grain & Produce Co. has changed its name to The Fall Creek Co-op. Farmers Grain & Produce Co. and has converted the company into a co-operative company.

Neenah, Wis.—Articles of incorporation have been filed in behalf of the Wisconsin State Grange Business Ass'n of Neenah, to deal in flour, feeds, seeds and grains. Incorporators are P. O. Peterson, R. J. Schaefer and Herman Ihde.

Milwaukee, Wis.—Fellow members of the Milwaukee Grain & Stock Exchange congratulated J. Henry Radtke on his 70th birthday Mar. 17. Mr. Radtke publishes the *Daily Trade Review*, daily grain, feed, and stock price sheet of the Exchange.

Amarillo, Tex.—Weather men, in conference here a few days ago, agreed upon a plan for establishing 12 new weather reporting stations in Kansas, and similar additions of new stations in other states reporting to the Kansas City office of the Weather Bureau. The meeting was called by Joseph B. Kincer, head of the crop reporting department of the Weather Bureau. If the plan meets with the approval of the Sec'y of Agriculture it is expected to be effected.

## New Scale Beam Has Direct-Reading Poise

Something new in scale beams, a type-registering, direct-reading poise, has been developed and placed in production by the Superior Scale Co.

Designed specifically for truck scales, the new Soweigh beam is as old in principle and as accurate as the steelyard, but absolutely new in design. The new beam is only 36 inches long from fulcrum, pivot to tip pivot, so it comes to a balance quickly, an important factor when the rush of a heavy grain movement places time required for weighing at a premium.

A new design of type-registering poise makes it possible to use this comparatively short beam with type-registering scale tickets, because it makes practical use of the entire length of the beam.

Grain dealers will like the direct-reading feature of the new poise and beam. No longer is it necessary to count lines and add figures together. When this new beam and poise is brought to a balance the weight is read in complete numerals thru a window on the poise that is designed to reflect the light directly against the figures.

The new beam has a cast iron frame with accurately machined and sealed notches. The graduated bar is solid brass. All parts, including handles, knurled knobs, ticket slide, window, and unit poises are of double chromium plated brass. All other working parts that might be subject to corrosion are of stainless steel.

Complete information about the new beam and poise is available from the Superior Scale Co.

March 1 numbers of layers per farm flock were 5.3 per cent lower than in 1937, and 10.5 per cent below the 10-year average.—U.S.D.A.

## Grain Carriers

Washington, D. C.—Grain and grain products were loaded into 33,039 cars during the week ended Mar. 5, compared with 28,230 cars during the same week a year ago, reports the Ass'n of American Railroads.

Dallas, Tex.—Four months of testimony in the southwestern grain rate hearing were brought to a close early this month. Final testimony included pleas of Texas mill interests for parity with more northern mills on rates into southeastern states.

Washington, D. C.—Contracts for construction of 20 barges, at a cost of \$1,392,675, have been awarded by the Inland Waterways Corp. (Federal Barge Lines) to the Ingalls Iron Works at Mobile, St. Louis Shipbuilding & Steel Corp. at St. Louis and Dravo Corp., Pittsburgh.

New Orleans, La.—The New Orleans Public Belt Ry. modified its embargo on corn shipments Mar. 18, and connecting lines followed suit. The railway added No. 3 corn, with not more than 16½% moisture to its list of acceptable grains to be handled for export. A licensed inspector's certificate of grade and moisture must accompany such shipments.

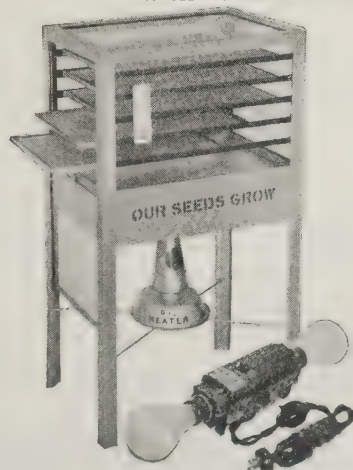
Indianapolis, Ind.—Sec'y Fred Sale of the Indiana Grain Dealers Ass'n has asked his members to express their opposition to Senator McAdoo's bill (S 3032) and its companion bill in the House (HR 8547), by writing to their Congressmen. Both bills propose to eliminate the collection of tolls for passage thru the Panama Canal of grain and other merchandise originating on the west coast and moving to the east coast by water. This would increase annual deficit of canal.

Port Arthur, Ont.—Because of the short wheat crop in Canada, and the need of Canadian millers for suitable stocks, the Transcontinental Freight Bureau has docketed an emergency application for a carload rate of 55c per cwt. from points in Oregon and Washington to Port Arthur, Ont., for application via United States-Canadian border point junctions, thence via Canadian lines. The rate would be subject to minimum weights of 60,000 lbs., and would expire Sept. 30 and would be the same as the rate from the specified origin territory to Duluth on traffic moving via Canadian routes.

Minneapolis, Minn.—Involved in a September 27, 1937, plea of the Hallet & Carey Co., Bartell M. Stoddard and Farmers Cereal Co., against the C. St. P. M. & O. railroad were 24 carloads of wheat shipped from Sloan, Ia., to Minneapolis, between July 15 and Sept. 9, 1935. The rate charged was 18c. The complainants held that the rate should have been 17c, the same as the rate from Sioux City, tho the distance was 20 miles farther. The Interstate Commerce Commission held that even tho the railroads did reduce the rate from Sloan to Minneapolis to 17c later, they were not bound to make this voluntary reduction retroactive.

## The SHO-GRO GERMINATOR

WITH THERMOSTATICALLY CONTROLLED ELECTRIC HEATING UNIT



The Sho-Gro Germinator will test all kinds and sizes of seeds. It reduces the normal time required for germination from one to three days. Results correspond with Government tests.

### SHO-GRO GERMINATOR PRICES

No. 86—Sho-Gro, with Kerosene Heating Unit.	\$22.00
No. 88—Sho-Gro, with Thermostatically Controlled Electric Heating Unit.	32.00
Thermostatic Electric Heating Unit Only,	
Complete .....	12.00

Prices FOB Chicago

### SEED TRADE REPORTING BUREAU

620 BROOKS BLDG.

CHICAGO, ILL.



# Field Seeds

**Litchfield, Ill.**—A seed store has been opened here by Jacob H. Straub.

**Los Angeles, Cal.**—The Laguna Plant & Seed Co. has been incorporated with Howard M. Beauchamp as a director.

**Charlotte, N. C.**—R. M. Stevenson has opened a seed and feed store here under the name, Stevenson's Feed Store.

**Albion, Neb.**—The Carberry Seed Co. of Norfolk will reopen its local seed store again this year, with Ralph Peterson in charge.

**Juneau, Wis.**—Dodge county seed dealers met at the county courthouse Mar. 15 to hear an explanation of the 1938 soil conservation program.

**Chicago, Ill.**—George S. Hutchison resigned as vice-pres. of the Albert Dickinson Co., effective Mar. 4, after a continuous service of over 37 years.

**Lisbon, N. D.**—A seed cleaning department has been opened in the seed house of Erick Rosedal. In charge is Eugene Johnson, of Thief River Falls, Minn.

**Pittsburgh, Pa.**—J. J. Early, associated with the Albert Dickinson Co. for the last 15 years, passed away suddenly Mar. 6, age 35. Burial was from the home of his parents at Edina, Mo. Surviving are his mother, father and one sister.

**The Co-operative G.L.F. Mills, Inc.**, was fined \$50 in the U. S. District Court for the Western District of New York on a plea of guilty to having misbranded G.L.F. Quality Insecticide containing inert substances other than calcium arsenate.

**Red Oak, Ia.**—A grand opening was held Mar. 5 by the American Seed Co. The firm was host to farm visitors thruout this community. Aiding were representatives of the Michael-Leonard Seed Co. and numerous farm supply and feed firms.

**Milwaukee, Wis.**—W. A. Lohr, 52, traveling salesman for the Courteen Seed Co. for the last quarter century, passed away suddenly from a fatal heart attack late Mar. 11 at Sioux City, Ia. Surviving are the widow, Katherine E., and one daughter.

**Saskatoon, Sask.**—Saskatchewan farmers will need \$20,000,000 in financial assistance for seeding operations this spring, estimates Dr. F. Hedley Auld, deputy minister of agriculture. Moisture conditions have improved in some districts, but many districts are still dry.

**Perris, Cal.**—Experimental plantings of safflower have begun at Perris, Menifee and Beaumont under the supervision of N. L. McFarlane, assistant Riverside County farm adviser. The seed is grown extensively in India for oil. Last year 6,600 pounds of seed was harvested from four acres at Calabassas by the Janss Improvement Co. The seed is worth 2 cents per pound or more, altho no processing plants are available for extracting the oil at present.

**Oskaloosa, Ia.**—The city council has authorized Mayor Burdock to collect the regular \$1 per day transient merchants fee from the local Earl May seed store, because the store is kept open only about six months each year.

**Roseau, Minn.**—The Habstritt Seed House has installed a gravity seed cleaner, and built a seed bin above the cleaners. Construction of an addition to the building this summer is reported to be contemplated.

**Trenton, N. J.**—An official insignia to be used on bags of certified seed wheat, rye, oats, barley, corn and soybeans has been adopted by the state of New Jersey. It is an outline map of the state. The insignia may be used by New Jersey growers of certified seeds.

**New York, N. Y.**—Receipts of flaxseed during February totaled 897,600 bus., compared with 1,670,160 bus. in February, 1937. Seed shipments in the same month were 2,176 bus. clover seed and 684 bus. timothy seed, compared with shipment of 19,340 bus. of clover seed in February, 1937.—Produce Exchange.

**A shipment** of Kobe seed from the Largen Lespedeza Co. to Prescott, Ark., was sampled in transit and found to contain Johnson grass at the rate of 40 Johnson grass seeds per pound of lespedeza. It is unlawful to sell seed which contains more than five Johnson grass seeds per pound.—Arkansas State Plant Board.

**Portland, Ore.**—Ed Bergstrom has become associated with the North Coast Seed Co., Portland branch of the Jenks-White Seed Co. He was formerly associated with the Charles H. Lilly Co. in numerous capacities. Mr. Bergstrom was recently elected sec'y of the newly formed Northwest Soil Improvement Com'te, and is a director of the Pacific States Seedsmen's Ass'n.

**Salina, Kans.**—A meeting of the Kansas Seed Council early this month formulated a program for planting and growing of better seeds, and to prevent inferior and misbranded seeds from being distributed for seed purposes. Plans were also laid to advertise Kansas seeds for planting in other states. The Kansas State College announced development of a hybrid corn with a long pollenization period, suitable for Kansas, to be under way.

**Indianapolis, Ind.**—We hear many reports of very inferior quality clover seed entering the state from outside points. A certain firm located in Iowa, and operating also in Chicago under two separate names, tho in the same rooms, is shipping seed into this state, largely to farmers, tho some seed dealers also may be victimized. Don't buy inferior quality seed from unreliable seed firms!—From March 4 bulletin, Indiana Grain Dealers Ass'n.

**Tacoma, Wash.**—Suit has been instituted against the Puyallup Seed Co. in superior court by Joseph M. Aurzada, Puyallup valley rancher, for \$4,401.80, for alleged damages resulting from the alleged appearance of wild oats and other noxious weed seeds, which he alleged were mixed with seed he purchased from the company a year ago. Involved are 20 sacks of seed oats, 12 acres of land, and a great deal of intensive cultivation to rid the land of the weeds.

**Davenport, Ia.**—Albert O. Ihlefeld, 49, proprietor of a seed store here, took his own life Mar. 2.

**Yorkville, Ill.**—The Jeter & Boston grain office has been rented by Sidney R. Jorstad, Morris, to be used as a distributing point for hybrid seed corn.

**Richmond, Va.**—Arrangements have already been started for the annual convention of the Southern Seedsmen's Ass'n, scheduled to be held at the John Marshall hotel here June 15-18. Henry P. Johnson, manager of T. W. Wood & Sons store and sec'y of the Virginia Seedsmen's Ass'n, which will co-operate with this convention, is chairman of the com'te on local arrangements. An important subject before the convention will be the report of the Trade Practice Com'te, which is seeking to develop a better method of merchandising winter legume seeds in the South.

**Burlington, Ia.**—Local Store Manager R. L. Mayberry of the Earl E. May Seed Co. was arrested Mar. 11 for "offering and exhibiting goods, wares and merchandise as a transient and itinerant merchant, without a license." He denied the charge and posted bond for \$50 to guarantee his appearance in court. Burlington has a city ordinance charging transient or itinerant merchants a license fee of \$100 for the first month, \$75 for the second month, and \$50 for each month thereafter. Violation of the ordinance calls for a fine of \$100 and costs.

**Winchester, Ind., Mar. 14.**—The growing clover crop never looked better. We are having reports every day that the imported seed that was sown last fall is looking even better than the domestic seed. The government refused to pay conservation checks if our farmers used imported seed, stating that it would not stand the winters, was diseased and about everything bad they could think of. This resulted in the difference in price of better than \$10 per bushel, between the imported and domestic. However, some that were not in sympathy with the program sowed it last year and up to this time are very thankful they did.—Goodrich Bros. Co., C. C. Barnes, exec. vice pres.

**Lafayette, Ind.**—A three week intensive course in seed testing will be offered by Purdue University for the fourth time from July 5 to July 23 as a part of the regular summer session. Altho the bulk of the work will be conducted in the laboratory, plans have been made for a number of field trips which will enable the students to make a first hand study of noxious and troublesome weeds under actual field conditions. Due to limited facilities, the enrollment in the course will be restricted to twelve students. Those interested in the course should communicate at once with either Prof. J. H. Lefforge, Purdue University agronomist, or Dr. H. R. Kraybill, state seed commissioner, Purdue University, Lafayette, Ind.

**Fargo, N. D.**—North Dakota has little or no chance to get relief by way of seed loans unless Governor Langer curbs his desire to declare moratoriums on any and everything. Our farmers have received more than fifty million dollars for feed and seed during the past seven years and have a record of repayment of only some 13 or 14%. This in itself is not so much a bar to future loans as our policy of government by moratoriums. Dr. W. I. Myers tells me that under no circumstances will North Dakota receive help from the F.C.A. until Governor Langer signs an agreement with his department to exempt government loans from his executive orders in the future.—Sec'y Charles Conaway, Farmers Grain Dealers Ass'n of North Dakota.

## Directory

### Grass & Field Seed Dealers

**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.

**GREEN SPRINGS, OHIO**  
The O & M Seed Co., seed merchants.

**PAULDING, O.**  
Stoller's Seed House, wholesale field seeds.

**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

### ED. F. MANGELSDORF & BRO.

Buyers and sellers of  
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



## Certificates for Canadian Clover Seed

Red Clover seed imported from Canada, unless accompanied by a Canadian official certificate to the effect that the seed was produced in Canada, will be stained 10 per cent red, the designation for red clover seed of unestablished origin.

When red clover seed from Canada is accompanied by a Canadian official certificate, it is stained 1 per cent iridescent violet, indicating Canadian origin. The requirement of an official Canadian certificate, contained in an amendment to the joint regulations promulgated by the Sec'y of Agriculture and the Sec'y of the Treasury, was published March 8, 1938. The required certificates have been provided by Canadian officials and are now in use.

## Unreliable Seed Barley

From the barley samples representing large stocks actually sold for seed the New York State Exp. Sta. at Geneva selected 56 for control field planting. Thirty-three of these were labeled "Alpha" and were sold in considerable volume to farmers under that well-known name. When these 33 barley stocks were grown to maturity, however, it was found that only half of them were the genuine, high-yielding, two-rowed, rough-awned variety Alpha which has a distinct value in this state. The other half were mixtures of two-row and six-row sorts of which the two-row sort, in some instances at least, was possibly the variety Alpha in part, or they were out-and-out misrepresentations because the barley proved to be entirely a six-row sort.

The remaining samples were sold under the name of "2-row barley" or "6-row barley" and often with no definite variety name given. Some of these proved to be mixed varieties and mixed stocks of two-row and six-row sorts. Even some of the "malting" barleys offered were mixtures of two-row and six-row stocks.

M. T. Munn of the Exp. Sta. places the major responsibility on the seedsmen or dealer. "He can find out, if he will, the exact variety of the seed stocks he offers for sale. If he cannot learn with certainty the exact identity

of the stock, he should not offer it as 'seed'; or if he does, he should offer it as 'Variety Unknown.' Then the buyer acts with full knowledge of the facts and he alone is responsible if he gets seed which is of poor yielding ability.

"The remedy for the sale of seed of unknown variety rests entirely with the buyer who should refuse to purchase seed of unknown parentage. Investigations show that already this year carload after carload of grain from outside the state has been ordered or has already been delivered for sale for seed this coming planting season."

## Missouri Develops New Wheat

"Missouri Early Premium wheat," said Prof. W. C. Etheridge, of the University of Missouri, before a recent meeting of the Missouri Millers Ass'n in Jefferson City, "as developed by the University, has a high yield per acre, a short straw, and early, even maturity that make it particularly suited to harvesting with a combine."

The new wheat, he said, matures from 10 days to two weeks earlier than present varieties, which gets it out of the way in time to plant lespedeza or clover, and enables the farmer to raise two crops instead of one.

Milling tests have not yet been run on Missouri Early Premium. If these meet with the approval of millers an immediate swing to seeding of the new wheat is expected as rapidly as seed becomes available.

## Hybrid Corn Loses Vigor Second Year

The farmer who plants second generation hybrid corn with expectations of "just as good a crop as I had the first year" is bound to be disappointed, warns E. S. Dyas, Iowa State College extension agronomist.

"Hybrid corn loses 10 to 20 per cent of its vigor the second year—practically all of the advantage it had over open pollinated corn in the first place," he says.

The reason is that a certain percentage of the kernels in the "first year crop" are inbred and inbred weaknesses appear in the second generation.

Experiments have been conducted at the Iowa Agricultural Experiment Station to determine exactly how much the yield drops in the second generation, he says. But because of the recent drouths, the tests have not been run continuously.

Data from two different years, however, show striking reductions in yield running as high as 40 per cent. The loss is apparently greatest in drouth years.

## Hybrid Corns Lead in Iowa Tests

Hybrid corns again led the field in yield and quality in the annual Iowa corn yield test for 1937, sponsored by the Iowa Corn & Small Grain Ass'n, of which Joe L. Robinson is sec'y and the Iowa State College Experiment Station. Their average yield was 16.4 per cent above open pollinated varieties. The best hybrid averaged 15.85 bushels per acre over the best open pollinated.

In this annual growing test the state is divided laterally into four sections and each section is subdivided into three districts, making a total of 12 districts.

A total of 1,331 entries were listed for the test. Each regular entry was planted in 10 plots and each experimental entry in 5 plots. Only 73 of the 905 regular entries were of open pollinated strains, 832 were hybrids. Of the 426 entries in the experimental class, 18 were open pollinated, 408 were hybrids.

In the hybrid class the winners were: Frank Parcaut, Michael-Leonard Seed Co., Sioux City; Floyd Smith, Grand Junction; Pioneer Hi-Bred Corn Co., Fred McCulloch, Hartwick.

## Examining Seed Samples for Noxious Weeds

By JOHN E. CASEY, State Seed Analyst, Fayetteville, Ark.

The "Rules for Seed Testing" of the Association of Official Seed Analysts prescribe a definite number of grams to be used in making purity analysis of a seed sample, the amount in grams depending upon the size of the seed being analyzed, as follows:

Bermuda grass and seeds of similar size, 1 gram; timothy and seeds of similar size, 2 grams; alfalfa, lespedeza and seeds of similar size, 5 grams; crimson clover and seeds of similar size, 10 grams; sudan grass and seeds of similar size, 25 grams; sorghums and seeds of similar size, 50 grams; vetches, cereals and seeds of similar size, 100 grams, and soybeans and seeds of similar size, 500 grams.

However, the amount of the sample to be used in examining for noxious weeds should be much larger than the above amounts. For the present it will be satisfactory, insofar as Arkansas requirements are concerned, for seedsmen to use six times the above amounts for the purpose of determining the number of the various noxious weed seeds named in the Arkansas law.

When the number of the noxious weed seeds have been thus determined the next step for the seedsmen is to translate this information into ounces or pounds. For example, the seed analyst uses 25 grams as a working sample of Sudan grass to determine percentages of pure seed and weed seed, but 150 grams must be used to determine the number of noxious weed seeds. If three seeds of Johnson grass are found in 150 grams of Sudan grass seed, the translation of this information into pounds is readily accomplished by simple arithmetic, as follows: In one pound of seed there are 450 grams; 150 grams is one-third of a pound; if there are three Johnson grass seed in one-third of a pound, there would be approximately nine Johnson grass seed per pound.

In short, seedsmen should analyze the amounts of seeds shown in the list above for arriving at the percentages of pure seed and weed seed; and for arriving at the noxious weed seed content they should use at least six times these amounts; then translate this information into ounces or pounds; and finally, show the names and numbers of the noxious

**OM**  
**DEPENDABLE**  
FIELD CORN - SWEET CORN  
SEED OATS - SEED BARLEY  
GARDEN SEED - GRASS SEED  
THE O & M SEED CO.  
GROWERS GREEN SPRINGS, OHIO

**CRABBS REYNOLDS TAYLOR CO.**  
CRAWFORDSVILLE, IND.  
**GRAIN**  
**Clover and Timothy Seeds**  
Get in Touch With Us

We are in the market for  
all kinds of  
**FARM SEEDS**

Send samples for highest bid  
to our nearest office:

SIoux CITY, IA. IOWA CITY, IA.  
NORFOLK, NEB. MANKATO, MINN.  
SIoux FALLS, S. D. CARROLL, IA.  
BILLINGS, MONT.

**MICHAEL-LEONARD SEED CO.**  
formerly Sioux City Seed Co.

**FIRST CHOICE  
OF FARMERS!**

**New Improved  
CERESAN  
FOR WHEAT,  
OATS, BARLEY**



Put a little real selling effort behind *New Improved CERESAN*, and this effective wheat-oats-barley seed disinfectant will repay you with big sales and good profit! Right now it's the No. 1 choice of progressive grain growers—a treatment approved by authorities in all grain areas! May be used months before sowing—costs less per acre than any other dust treatment—causes no drill damage or dust in drilling—generally increases yields. Write for prices and free pamphlets for your customers.

**BAYER-SEMESAN COMPANY, INC.**  
DU PONT BLDG., WILMINGTON, DEL.



weed seed per ounce or pound on the analysis tag. If there are no noxious weed seeds found in at least six times the amounts given in the above list, the seeds can be labeled "Noxious Weed Seeds—None."

The noxious weed seeds under the Arkansas law are as follows: Dodder, buckhorn, and other varieties of plantain, sorrels, docks, chess, cheat, red rice, wild onion or garlic, nut grass, Johnson grass, and corn cockle. Sale of seed containing more than the following amounts of noxious weed seeds per pound is illegal in Arkansas: Dodder, 1,000 seeds; Johnson grass, 5 seeds; wild garlic or wild onion, 5 bulblets; chess or cheat, 250 seeds.

## Florida Seed Council Organized

An organization meeting at Gainesville, Fla., Feb. 25, adopted a constitution and by-laws for the Florida Seed Council and elected Stuart C. Simpson, chairman; Dr. J. H. Montgomery, vice-chairman, and C. R. Mason, sec'y.

The personnel of the Council has been announced as Dr. J. H. Montgomery, representing the State Plant Board; Hon. Nathan Mayor, for the State Department of Agriculture; Dr. F. S. Jamison, for the Agricultural Experiment Station; W. T. Nettles, for the Agricultural Extension Service; H. L. Lyons, for the truck growers, John A. Kelly, for the general farmers; C. R. Mason, for the Florida Seedsmen's Ass'n, and Stuart C. Simpson.

An educational campaign to acquaint growers with the value of quality seeds, and to encourage seedsmen to confine their stocks to quality seeds, is first on the Council's program. At the meeting preliminary discussion was entered to develop a comprehensive seed bill for the state of Florida.

## Rust Resistant Strains of Wheat and Oats

By A. D. JACKSON, Texas Exp. Sta.

In our studies on rust-resistance in small grain, Dr. P. C. Mangelsdorf and E. S. McFadden have developed strains of wheat and oats that are resistant to rust and produce much larger yields than our standard varieties in the Gulf Coast Prairie and adjoining areas. Most of the strains of wheat are hybrids between Hope, a rust-resistant spring wheat, and Mediterranean, a Texas wheat resistant to leaf rust. The average yield obtained with the best strains at several points were as follows: Beaumont, 13.8 bus. per acre; Victoria, 26.5; Wharton, 19.0; Edna, 19.2; Bay City, 19.0; Orange Grove, 15.7; Angleton, 20.8; Beeville, 8.8; and College Station, 31.0.

At these points the rust-resistant strains produced an average yield of 19.3 bus. per acre, while Denton wheat, one of the best non-resistant strains, produced only 7.2 bus. It should be remembered that these yields were obtained in a part of Texas wholly outside of the present wheat-growing area. The yields compare favorably with the average yield of approximately 8 bus. in Texas and 12.5 bus. for the United States as a whole, for the two years. These results indicate that the area from Houston to Beeville probably is suited to the production of wheat if adapted strains of rust-resistant wheat can be isolated. The area east of Houston probably has too much rainfall for the satisfactory growing and harvesting of wheat. It should be kept in mind that the weather conditions in the western part of the area may be unfavorable at harvest time even though good yields of grain may be produced.

In the work with oats new crown rust resistant strains have been isolated which have made satisfactory yields as follows: At Angleton, 51.6 bus. per acre; at Beaumont 25.8 bus.; at Beeville 25.0 bus.; and at College Station 69.2 bus. Apparently these results show that adapted strains of rust-resistant oats may be grown satisfactorily in the Western part of

the Gulf Coast prairie and the prairie region lying to the north and west.

The introduction of these rust-resistant wheat and oats into actual farm practice should be of great importance to the agriculture of the region.

## Flaxseed for South Texas

Texas Experiment Station workers have found that flax succeeds well in parts of the gulf coast prairie and nearby areas when planted as a winter crop. The best yields have been obtained in the western edge of the area, in the region around Beeville and Victoria. During the three years 1935-7, the highest-yielding variety (A Yellow) made an average yield of 19.9 bus. per acre at Beeville, Tex. The average yield of the six varieties in the test was 16.4 bus. per acre, or about three times the average yield of 5.7 bus. per acre in the United States.

In 1935 the yellow variety produced 34 bus. per acre. The average yield of all the six varieties in 1936-37 was 6.8 bus. per acre at both Angleton and College Station. At all of the 14 points where the work was done, two of the best varieties produced an average yield of 10.7 and 10.5 bus. per acre, respectively during the years the test was conducted. These yields are nearly twice the average yield of flax in the United States.

The oil obtained from flaxseed produced in these experiments was superior to the average linseed oil produced in this country. Thus considering both quantity of seed and quality of oil, flax offers promise of a good commercial crop in parts of South Texas.

## White Alfalfa?

Alfalfa, said to have white flowers and white seeds, is advertised as superior to other alfalfas in the production of seed and forage and in resistance to cold and drouth. It is also claimed that this alfalfa is apparently not affected by wilt.

From information available, the U. S. Department of Agriculture doubts that this alfalfa has any particular advantage over other adapted alfalfas.

"Since the plants offered for sale apparently have been reproduced vegetatively from white-flowered plants they may be expected to have white flowers but preliminary tests indicate that when increased from seed this alfalfa may re-

produce true to type only in part, particularly as regards flower color."

Furthermore, it is extremely doubtful if this "white" alfalfa possesses any considerable resistance to bacterial wilt since alfalfas similar to the claimed parent sources are susceptible to the disease.

## British Mill Tests Approve Thatcher

Thatcher wheat received the approval of foreign millers and chemists as a result of commercial tests conducted thru the cooperation of Canada's Board of Grain Commissioners, grain merchants, and millers in the United Kingdom. Thatcher is a rust resistant variety of hard wheat and the approval rated it acceptable among the best grades of Canadian hard red spring wheats.

Coronation wheat, another rust resistant variety, did not fare so well, according to preliminary reports. Said the statement issued by Chairman E. B. Ramsey of the Board of Grain Commissioners:

"In view of the near approach of seeding it is desirable for the farmers' information to enable them to make the necessary arrangements for their seed requirements, that a preliminary statement with regard to the results of the experimental shipments of commercial grain of the Thatcher and Coronation varieties of wheat to the United Kingdom, should be made. Information received so far would indicate that the grading of Thatcher wheat as No. 1 Manitoba Northern has been confirmed; in other words, Thatcher wheat will be recognized as being 'equal to Marquis' in milling quality.

"In regard to Coronation wheat the situation is not so clear and while a final pronouncement . . . cannot be made until after the return of Dr. Geddes from overseas and the meeting of the Associate Com'te on Grain Research, which takes place in April, the preliminary indications are that Coronation wheat will probably not be licensed and that it will be graded not higher than No. 3 Manitoba Northern."

Chicago, Ill.—Fred Borries, head of Ballard & Ballard, Inc., Louisville, Ky., has been elected pres. and chairman of the board of the Millers National Federation. He will succeed O. D. Fisher, Seattle, at the Apr. 28-29 annual convention of the Federation.



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# Feedstuffs

**Alexandria, Minn.**—A regional meeting of the Northwest Retail Feed Ass'n will be held Apr. 4 at the Tolena Country Club, beginning with a dinner at 6:45 p.m.

**Kansas City, Mo.**—A millfeed office has been opened here by Bartlett-Frazier Co. In charge is Stanley Russell, formerly of the L. C. Worth Commission Co.

**Portland, Ore.**—John G. Wilson is chairman of a com'ite to promote attendance from Washington feed circles at the May 13 annual convention of the Oregon Feed Dealers Ass'n here.

**Raleigh, N. C.**—L. V. Amburgey of Lexington, Ky., has been appointed microscopist in the feed section of the North Carolina Department of Agriculture, with the specific assignment to detect rice hulls, peanut hulls, oat hulls, and other fibrous adulterants in feeds.

**Oshkosh, Wis.**—The Central Retail Feed Ass'n held a local meeting at the Athearn hotel the evening of Mar. 11. E. J. Koos, Jr., Kenosha, showed colored moving pictures on "Saving Our Soils." James Hessburg, Milwaukee grain authority, explained "Grain Futures and Hedging." The ass'n's pres., William N. Knaut, Chilton, led an open discussion on seed prices.

**Indianapolis, Ind.**—A major project of this ass'n for this year will be setting up of an Honor Roll of feed manufacturers, in accord with instructions from its Board of Managers. The purpose of an Honor Roll is to inform our members of those companies manufacturing feeds who will voluntarily agree to sell their feeds only thru regularly established feed dealers having permanent facilities.—Sec'y Fred K. Sale, Indiana Grain Dealers Ass'n.

## Feed Sales in Ohio

Reports from the same 225 firms who sold 89 per cent of the estimated tonnage of feeds in Ohio have been analyzed by the Ohio Agricultural Experiment Station.

L. R. Egbert of the Department of Rural Economics of the Ohio State University notes that the sales of mixed feeds increased, while the sales on unmixed feeds decreased slightly. Hog feeds showed the greatest increase, 49.4 per cent over 1936.

The total tonnage sold in the state by the reporting firms was 529,788 in 1937, 514,553 in 1936, 410,737 in 1935, 371,439 in 1934, 369,591 in 1933, and 289,821 in 1932. The estimated tons reaching the retail trade in Ohio were as follows:

	1935	1936*	1937
<b>Mixed Feeds</b>			
Dairy feeds .....	40,345	61,817	73,030
Poultry feeds .....	98,489	154,213	145,885
Hog feeds .....	13,901	28,740	42,946
Other mixed feeds ....	16,782	22,838	23,904
Total mixed feeds...	169,517	267,608	285,765
<b>Unmixed feeds</b>			
Soybean meal .....	20,986	24,287	22,297
Cottonseed meal .....	9,648	11,960	11,461
Linseed oil meal .....	16,033	10,580	10,254
Bran .....	43,419	41,299	40,493
Middlings .....	45,831	45,736	52,966
Alfalfa meal .....	3,142	3,877	4,349
Gluten feeds .....	13,267	13,725	14,949
Hominy .....	22,915	20,342	12,443
Tankage .....	10,444	12,206	12,910
Meat scraps .....	23,639	24,780	25,154
Fish meal .....	**	673	817
Milk products .....	2,950	3,577	3,984
Other .....	28,946	33,903	31,946
Total unmixed feeds...	241,220	246,945	244,023
Total (all feeds) ...	410,737	514,553	529,788

\*Revised.

\*\*No report previous to 1936.

**New York, N. Y.**—New York received 56 tons of millfeed during February, compared with 20 tons in February, 1937. No receipts or shipments of hay were noted, tho 280 tons of hay were shipped in February, 1937.—Produce Exchange.

## Protest New York Dog, Cat Food Bill

Meeting Mar. 11 and 12 in the Ten Eyck Hotel at Albany, N. Y., a large delegation of feed manufacturers, including the G. L. F., named a steering com'ite consisting of Geo. Todd, Buffalo; W. S. Young, Waverly, and Fred Hessel, Buffalo, which conferred with members of the legislature and the state department of agriculture.

To meet the views of the feed manufacturers the most objectionable parts of the bill, particularly a provision requiring that 75% of the total protein content be of animal origin and another raising the 3% fiber content to 6%, were both changed.

As soon as the bill is made into a law, each dog and cat food, whether in cans or in mash or pellet form, will show the ingredient and analysis, either on the package or on a tag attached to it. The registration fee provided in the measure is \$5.

## Revised Feed Regulations in Texas

Under authority of the Texas Feed Law, the director of the Texas Agricultural Experiment Station may adopt standards or definitions for feedings stuffs. Among the regulations he promulgated up to Jan. 1, 1938, were:

**Screenings.**—Screenings, if sold as such without grinding, need not be registered. If ground, they must be registered and labeled.

**Feed Containing Screenings.**—In all feeds containing screenings the source and condition of the screenings, i.e., whole, crushed or ground wheat screenings, oat screenings, corn screenings, etc., will be required. The general term "grain screenings" will not be accepted.

**Ingredients from Screenings.**—In case manufacturers use whole, crushed, or ground screenings from wheat, barley, oats, etc., they must state that these screenings are present and not state that wheat, barley, oats, etc., are present when as a matter of fact they were not

added separately but incidentally as a part of the grain screenings.

**Oat Feed.**—This term will be accepted only when used to indicate ground whole oats. Mixtures of oat shorts, oat middlings and oat hulls will not be accepted under the term and the name of each separate ingredient will be required. Mixtures containing oat hulls will be considered adulterated unless the percentage of each ingredient present is stated on the registration form and on the tax tag.

**Use of Rubber Stamp Not Permitted.**—Attention is called to the fact that all information on the tax tag must be printed. The use of a rubber stamp for this purpose will not be permitted.

**Batch-Mixing.**—Batch-mixing will be allowed without registering and tagging of the final product, only when the purchaser or his agent actually comes to the mixing plant, makes a bona fide purchase of properly tagged ingredients, sees them before the mixing is done, and also assures himself that they are mixed according to the formula furnished. The feed so mixed must be delivered at once to the purchaser and not stored in the plant in an untagged condition for delivery at some future time. Unless the above conditions are fulfilled, all feed mixed according to formulas submitted must be registered for sale in Texas and properly tagged.

## Estimating Vitamin A Potency

A valuable contribution on the relation of the spectro-vitamin A and carotene content of butter to its vitamin A potency as measured by biological methods has been made by G. S. Fraps, chief, and A. R. Kemmerer, assistant chemist of the Texas Experiment Station, in Bulletin No. 560.

Their findings, summarized, are that the estimation of the vitamin A potency of a feed by the usual method of feeding it to rats is a long and expensive process. For this reason, chemical methods are also used. It is highly desirable to know the relation between the results obtained by the chemical methods and by the rat methods, so that the results secured by the much shorter and less expensive chemical methods can be interpreted in terms of biological units.

From the determination of the biological potency, of carotene, and of spectro-vitamin A in 32 samples of butter, it was found that the number of Sherman-Munsell units calculated from the chemical analyses, by use of one equation, differed in 21 samples by 4 units or less from the number of Sherman-Munsell units actually found by feeding the samples to rats. In 11 additional samples of butter fat the differences were greater than 4 units but most of them within reasonable agreement with what could be expected.

There were three samples for which the vitamin A potency calculated from the analyses

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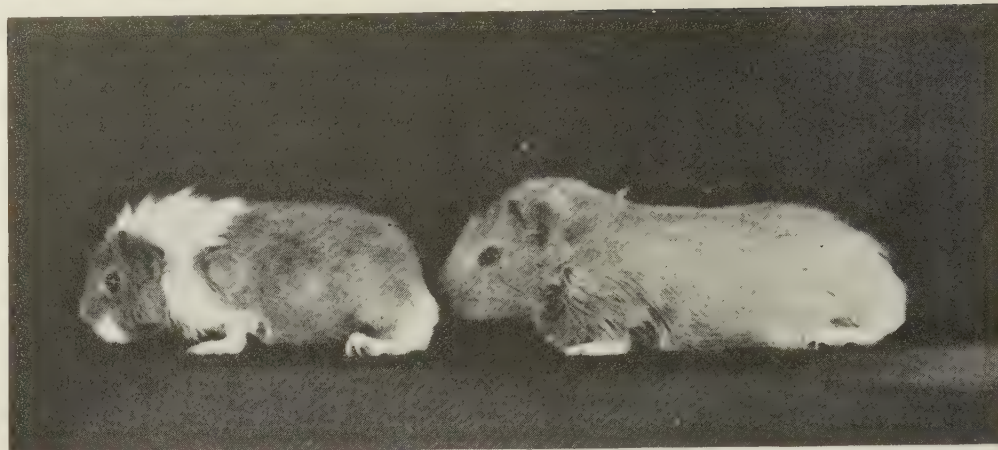
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was much higher than the potency found by biological methods. Equally good agreement was found with another equation. Both the equations closely express the relation between the carotene and spectro-vitamin A as determined by chemical analyses and its vitamin A potency as measured by the Sherman-Munsell method, but there are some exceptions, and this must be remembered when making an interpretation of such analyses. Moreover, in making the analyses of the butter, contact with rubber or cork may give too high results.

Equations to show the relation between the carotene and spectro-vitamin A and International units of vitamin A potency are also given. A number of analyses of butter given by other workers are calculated to Sherman-Munsell units of vitamin A and also to International units.

A unit of vitamin A in butter, determined chemically, is apparently more efficient biologically than a unit of vitamin A in cod liver oil determined in the same way.



How the "Grass Juice Vitamin" Speeds up Growth. Left: This guinea pig, fed mineralized winter milk and orange juice. Right: Fed same ration, plus 2 grams of dehydrated barley grass daily.

## Vitamin Content of Roughages

By O. C. COPELAND of Texas Agri. Exp. Station

The carotene or vitamin A potency is vitally necessary in the dairy ration to permit normal growth in young dairy stock, for normal production and reproduction in milking cows, for the daily maintenance of the animals to insure a stronger vigor and greater resistance to diseases and finally for the production of milk and butterfat high in this vitamin for human consumption.

Young, fresh, green-growing pasture plants are the richest natural sources of carotene. Other sources would rank as follows: dehydrated leaf meals made from legumes; other dehydrated young plants; A.I.V. silages; molasses silages; U.S. No. 1 legume hays; non-legume hays of a high grade; and ordinary silage. Bleached hays possessing little of their original green color, straws, cottonseed hulls

are very poor sources of vitamin A potency. Other sources of carotene or vitamin A are fresh carrots, pure carotene which is made from carrots, and the various fish liver oils. Carotene and vitamin A are subject to rapid oxidation and a high quality hay if kept in storage for a long period of time before feeding will possess little of its original carotene value.

Vitamin B has more recently been termed "B complex" because it is believed to comprise at least four different vitamins. Vitamin B is very widely distributed in our livestock feeds, such as the cereal grains and fresh green forage. Furthermore, it has been found that this vitamin, at least in certain instances, can be synthesized in the paunch of ruminants through the action of bacteria. Hence, the vitamin B complex should not greatly concern us in feeding dairy cattle.

Vitamin C, or chemically termed "ascorbic acid" is also found in abundance in green forage and probably silage. Certain animals, including farm livestock, have the power also to synthesize this vitamin from feeds which are known to produce scurvy in guinea pigs.

Vitamin D is needed by all classes of livestock for the proper assimilation and utilization of calcium and phosphorus. When vitamin D is deficient in the ration, especially in the rations of young growing animals, rickets will develop, finally resulting in the death of the animal if the vitamin is withheld for a sufficiently long period of time. Recent information indicates that vitamin D might also be a complex involving more than one vitamin. This vitamin is supplied in abundance in the ultraviolet rays of natural sunshine, that is, sunshine which does not have to penetrate smoke, clouds, heavy atmosphere, or window glass before it reaches the subject. This vitamin is not as widespread as most of the other vitamins in farm feed supplies. In fact, hay which has been thoroughly exposed to sunshine during the process of curing is the only farm feed which contains any appreciable quantity of vitamin D.

Concentrated sources of vitamin D are the fish oils, irradiated yeast, and irradiated ergosterol. Some recent experimental information indicates that dairy calves can be raised quite satisfactorily on skim milk which has been fortified with cod liver oil to supply vitamins A and D after the period of feeding colostrum. Data from the Pennsylvania Station indicates that young calves up to six months of age require a minimum of 300 U.S.P. units daily of vitamin D per 100 pounds live weight of the calf.

Vitamin E is one of the more recent vitamin discoveries and is associated with the reproduction of our farm animals. Vitamin E is widely distributed in stock feeds and is especially potent in the germ of cereal grains and cottonseed. It is very doubtful that the addition to our rations of a vitamin E concentrate would be beneficial to farm animals which are otherwise fed a well balanced ration.

## Grass Juice Factor a New Vitamin

The so-called "grass juice factor," which gives superior growth-promoting quality to milk produced by cows on pasture or fed carefully preserved forages such as A.I.V.-or molasses-alfalfa silage, is different from all other known vitamins.

This conclusion has been reached by G. O. Kohler, C. A. Elvehjem, and E. B. Hart of the University of Wisconsin Agricultural Experiment Station.

Another significant finding of the past year is that this vitamin may be fairly well preserved in dry materials, such as good quality

## Feed Prices

The following table shows the closing bid price each week for May futures of standard bran and gray shorts, spot cottonseed meal, soybean meal and No. 1 fine ground alfalfa meal, in dollars per ton and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds	Bran	Shorts
Jan. 8.....	21.00	21.00	18.00	21.50
Jan. 15.....	22.00	21.50	18.50	22.50
Jan. 22.....	23.50	22.00	19.10	22.50
Jan. 29.....	22.00	21.50	17.90	21.25
Feb. 5.....	21.50	21.50	18.65	21.60
Feb. 11.....	21.00	21.00	18.65	21.25
Feb. 19.....	20.00	19.75	17.90	20.50
Feb. 26.....	19.75	19.75	18.60	20.70
Mar. 5.....	21.00	20.53	18.40	20.45
Mar. 12.....	21.00	20.75	17.85	20.65
Mar. 19.....	20.50	20.00	17.00	20.25

	St. Louis		Chicago	
	Bran	Shorts	Soybeans	Meal
Jan. 8.....	20.90	23.50	97	30.00
Jan. 15.....	20.50	24.25	99½	30.00
Jan. 22.....	20.90	24.25	103¾	29.70
Jan. 29.....	20.10	23.25	103	30.00
Feb. 5.....	20.75	23.35	104¾	29.00
Feb. 11.....	20.75	22.75	103¾	28.50
Feb. 19.....	20.00	22.25	104	28.50
Feb. 26.....	20.10	22.40	103¾	28.50
Mar. 5.....	20.60	22.45	100	28.00
Mar. 12.....	19.95	22.50	97	27.00
Mar. 19.....	19.20	22.25	99	27.00

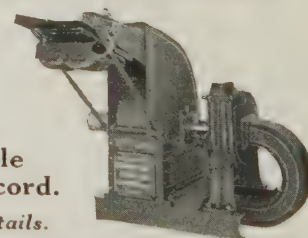
	Cottonseed Meal		Kansas	
	Ft. Worth	Memphis	City	Chicago
Jan. 8.....	25.00	22.00	22.50	62½
Jan. 15.....	25.00	23.50	22.50	60½
Jan. 22.....	25.50	24.00	22.50	60½
Jan. 29.....	25.50	22.50	22.50	59¾
Feb. 5.....	25.50	22.50	22.50	58½
Feb. 11.....	25.50	22.25	22.50	59½
Feb. 19.....	25.50	22.00	22.50	59½
Feb. 26.....	25.50	21.50	22.50	58¾
Mar. 5.....	25.50	21.00	22.50	58½
Mar. 12.....	25.50	21.00	22.50	58½
Mar. 19.....	24.50	21.75	22.50	59¾

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alfalfa hay and the dehydrated grass of young barley, oats, wheat, and rye.

Milk from a cow kept on alfalfa hay produced better growth than that from one fed timothy hay.

Relatively poor sources of this vitamin include corn meal, ground whole wheat, yeast, cod liver oil, and orange juice. Dried liver is fairly rich in the factor, while fresh green grass is the best source yet discovered.

The value of these materials in supplying the new vitamin was tested by feeding them to rats as supplements to a ration known to be low in the "grass juice factor." This ration consisted of casein, 18 parts; commercial sucrose, 71; A. B. bakers' yeast, 4; cod liver oil, 1; cottonseed oil, 2; salt, 4.

Dried grasses proved remarkably effective supplements to a mineralized milk ration for guinea pigs. When such animals were fed only a mineralized milk containing some orange juice, they all died within 8 weeks; but when guinea pigs were given this ration plus 1½ grams of dried barley grass daily they grew normally and reached maturity.

In the engraving herewith are shown two guinea pigs, the one at the left after feeding for 8 weeks on mineralized winter milk and orange juice, weighing only 289 grams, while the one at the right, after feeding for 8 weeks on the same ration plus 2 grams of dehydrated barley daily, weighed 482 grams.

In regard to the behavior of the "grass juice vitamin" under various treatments, this can be said:

1. It is soluble in water; the juice expressed from freshly cut, rapidly growing grass is especially rich in this food factor.
2. It is not extracted from dehydrated barley grass by petroleum ether.
3. The potency of the vitamin in dried grass gradually decreases at room temperature. Under colder conditions the rate of loss is much slower.
4. This factor is lost to a large extent when dried wheat or rye grasses are autoclaved.
5. The potency of grass juice is little affected by bringing it rapidly to the boiling point and then cooling.

### New Feed Trade Marks

"DOUBLEX" is trade mark No. 398,587, filed by the Park & Pollard Co., Buffalo, N. Y., for cattle feed.

"MEATIES" is trade mark No. 399,917, filed by Battle Creek Dog Food Co., Battle Creek, Mich., for dog food.

"FIRPO" and a picture of the head of a bull dog are the parts of trade mark No. 399,945, filed by Vimpep Foods, Inc., Cambridge, Md., for dog food.

"BLUE STREAK DOG RATION" is trade mark No. 400,472, filed by Eugene R. Schooley, doing business as Schooley & Son, Luzerne, Pa., for dog rations.

"MOUNT AIRY INSOLUBLE GRAN-I-GRIT" is worked into a rectangular design for trade mark No. 396,610, filed by the North Carolina Granite Corp., Mount Airy, N. C., for poultry grit.

"FLAYDRY LACTOFLAVIN SUPPLEMENT" is trade mark No. 395,745, filed by the Borden Co., New York, N. Y., for a flavin produced from milk and used as an ingredient in animal feeds.

"ROUGH RIDER" and a silhouette of a cowboy riding a viciously bucking bronco are the parts of trade mark No. 398,511, filed by John M. Wilson, doing business as Eureka Feed Mills, Meridian, Miss., for horse and mule feed.

"LILLY'S GOLDEN OATS," "Thoroughbred for the Thoroughbred," suitably arranged against a background representing a rising sun, is trade mark No. 395,232, filed by the Charles H. Lilly Co., Seattle, Wash., for oats sold in bulk as feed.

"QUEEN OF IOWA," printed over a picture of a partly shucked ear of corn, framed in an outline map of the state of Iowa, is trade mark No. 392,757, filed by Iowa Poultry Producers Marketing Ass'n, Ottumwa, Ia., for stock and poultry feed and poultry and dairy products.

"MO-PROFITS," and a dollar sign against a representation of a money bag are the principal parts of trade mark No. 398,510, filed by John M. Wilson, doing business as Eureka Feed Mills, Meridian, Miss., for horse and mule feed, dairy feed, egg mash, hog feed, dog feed, corn grits, and corn meal.

"GLIDDEN 4HI" against a square background set on a corner and surrounded by "High in Protein," "High in Digestibility," "High in Efficiency" and "High in Palatability," is trade mark No. 399,656, filed by the Glidden Co., Cleveland, O., for feed for cattle, sheep, hogs, poultry and dogs, or other farm and domestic and carnivorous animals or circus or zoo animals and the like.

### Indiana Will Hold Grain Grading Schools

A series of four or five grain grading schools will be held in Indiana late this month and early next, under the auspices of the Indiana Grain Dealers Ass'n, Purdue University, and the Federal Grain Supervision Service. Prof. F. E. Robbins, of Purdue University, will be in charge.

A limited number of the Older Youth Movement boys on farms will be encouraged to attend these grain grading schools, so that the "farmers of tomorrow" may learn about the methods employed in grading their grain, and the reasons for discounts on grain when it is off-grade or damaged.

Indiana grain dealers wishing to attend one of these schools are requested to make reservations with Sec'y Fred Sale of the Indiana Grain Dealers Ass'n, Indianapolis, Ind., to be sure that all may be accommodated. A small fee will be assessed at each school to cover necessary incidental expense.

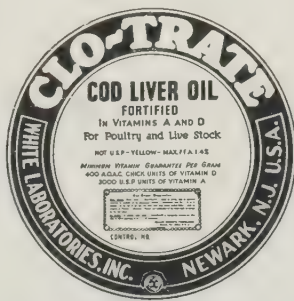


## They may look alike but they don't *taste* alike

Your wife will tell you there is a difference in canned peas. Two brands may sell at the same price but she prefers the kind that is plump, tender and sweet. She appreciates "hidden quality" which you can't see on the label or in the advertisement.

A similar difference exists in oil supplements which you use for adding vitamins A and D to your feeds. They may have the same potency guarantees and appear of equal value but give quite different results when fed to chickens. "Good intentions" can never substitute for rigid control throughout production, exacting bio-assays and thorough research, all of which are necessary for producing *dependable* vitamin oils.

You can have confidence in CLO-TRATE because it is made by one of the world's largest manufacturers of vitamin products. Nothing is taken for granted in its manufacture. Every step in its production is checked by rigid modern methods. The "hidden qualities" in CLO-TRATE show up under severe feeding conditions. Use CLO-TRATE in your feeds and obtain *dependable* vitamin A and D fortification.



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is guaranteed to contain not less than 3000 U.S.P. units of vitamin A and 400 chick units of vitamin D per gram. And every batch is tested on both chicks and rats before shipment.

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# Poultry Feeds and Feeding

Washington, D. C.—The Federal Surplus Commodities Corp. has been authorized to purchase exchange grades of eggs to support the market should prices for fresh eggs decline below present levels. Fear is felt by egg producers, who have recommended the move thru their ass'ns, that the recession will prevent egg prices rising to their normal levels.

## Poultry Feeding Experiments

THE SUCCESS of maganese bearing feed products like rice bran in preventing and curing slipped tendon (more technically known as perosis) in chicks, led to an experiment by Lyons, Insko, and Martin at the Lexington, Ky., experiment station with intraperitoneal injections of manganese, zinc, aluminum and iron salts.

When injected in the proper amounts, manganese was effective in preventing occurrence of the disorder, but zinc, aluminum and iron failed to demonstrate any protective ability. Zinc, at all levels of injection, retarded growth of the birds. Even manganese, if the amount injected was not properly controlled, showed a retarding effect.

ENVIRONMENTAL FACTORS surrounding a hen are responsible for much of the variability in percentage of firm white, yolk weight, yolk color, and breaking strength of vitelline membrane in the hen's eggs, according to an experiment reported by S. S. Monro, of the experimental farm at Ottawa, Canada, and the Institute of Animal Genetics, University of Edinburgh, Scotland. He credits heredity with a marked effect on the ability of a hen to utilize calcium.

HIGH INORGANIC PHOSPHORUS content in a ration increases the occurrence of slipped tendon in chicks, according to Clifcorn, Elvehjem, and Hart, at the Madison, Wis., experiment station. The conviction grew out of their development of a synthetic ration, containing no grain or grain by-products, that contained all known nutritive factors, yet was low in the factor that prevented slipped tendon.

The ration developed that could be depended upon to produce slipped tendon consistently is composed of 69 parts of a 15-48 mixture of kidney-dextrin, 14 crude casein, 2 brewers yeast, 2 cod liver oil, 3  $\text{Ca}_3(\text{PO}_4)_2$ , 5 alcoholic extract of rice bran, 5 salts No. 1.

Further experiments by Wiese, Elvehjem, Hart and Halpin at the same station, using day-old white Leghorn chicks, and the perosis-producing ration above described, showed that addition of 15% rice bran prevented slipped tendon; autoclaving the rice bran destroyed the perosis-preventing factor; addition of 0.0025% and 0.005% manganese gave protection from slipped tendon; with higher levels of calcium and phosphorus in the perosis-producing ration, the addition of the named quantities of rice bran or manganese was ineffective in preventing the disorder.

The experimenters conclude that some substance exists in the supplements fed to prevent perosis which operates alone or in association with manganese to prevent slipped tendon.

ELIMINATION of both cod liver oil and white fish meal from the diets of turkeys eight weeks prior to slaughter resulted in practical elimination of fishy flavors from the carcasses of birds that had enjoyed these ingredients in their feed literally from time of hatching, according to an experiment with bronze turkeys by Marble, Hunter, Kandel and Dutcher at the Pennsylvania State College.

## Off-Flavor of Turkeys

Preliminary experiments at the Michigan Agricultural Experiment Station indicate that relatively short periods of feeding prior to slaughtering are sufficient to produce off-flavors in the cooked birds providing the objectionable substance is present in sufficient amounts in the feed. For example turkey No. 2 was on 4 per cent of an animal feeding grade of cod liver oil for only 10 days and yet the cooked bird was objectionable to the judges. It should be stated that this intake is several times that necessary to supply the requirements for vitamins A and D. However, the inclusion of 2 per cent of a cod liver oil concentrate, also considerably more than would be fed in ordinary practice, was without bad effects on the palatability of the cooked bird. As is shown by the data on turkey No. 5 this same percentage of the straight oil, a level frequently used in turkey mashers that are to be fed with grain, was slightly objectionable despite the fact that the viscera were removed from the turkey at the time of slaughtering.

That the trouble does not come entirely from post mortem changes in the intestine is also indicated by the observations upon turkey No. 3 which was on the same objectionable ration as turkey No. 2 but was drawn immediately after slaughtering and yet was considered unsatisfactory by the judges. When turkeys were drawn at the time of slaughtering, concentrations of betaine or trimethylamine, greater than would be found ordinarily in turkey rations, did not cause off-flavors or odors in the cooked birds. Holding these birds in the refrigerator for a few days before drawing, as would be customary practice, might have resulted in unpalatable carcasses as has been suggested (4), but this was not tried. The fact that turkeys No. 9 and No. 10 were satisfactory would support the view that any undesirable effect from this source would be post mortem.

Medicinal cod liver oil was found unobjectionable when fed at a level that was found inadvisable for an animal feeding grade of oil. The skin of turkey No. 4 which was removed at the time of slaughtering and rolled and cooked by itself, was not considered particularly unpalatable by the judges but it should be noted that it had not been cooked under the same conditions as if it had been on the turkey. The skinned turkey No. 4 was better than unskinned turkey No. 3, but nevertheless was not considered quite satisfactory by judges.

In general the most unpalatable portion of the cooked turkeys was the skin. In the questionable turkeys this gave a strong bitter after-taste but was not fishy in the judgment of the com'ite. It was bad tasting, however, as were the drippings, which probably obtained the objectionable substance from the fat that tried out of the skin during roasting. Gravy made from such drippings had an unpleasant flavor and would spoil the taste of otherwise excellent meat.

While the identity of the substance which caused cod liver oil of animal feeding grades to produce off-flavors and odors in cooked turkeys was not learned, these experiments together with those already reported, point to the advisability of: (1) Eliminating animal feeding grade of cod liver oil from turkey ra-

tions several months prior to slaughtering, or replacing it with (2) A vitamin A and D concentrate, or (3) A higher quality cod liver oil.

## X-Rays Test Vitamin D Supplements

A humane method for standardizing vitamin D preparations for growing chicks, without picking some of the chicks out of the flock and marking them for death so that their thigh bones might be examined for proper calcification, is described by N. Olsson in the German *Arch. Geflugelk.*

This method uses X-ray photographs of the intertarsal joints of chicks to judge the calcifying properties of a diet. The distance between the calcification zones of the distal bone of the tarsus and of the metatarsus is inversely proportional to the intensity of calcification in growing chicks at certain ages. Since calcification is dependent on the vitamin D intake of the chicks these values are a measure of the vitamin D value of the ration.

Six-week-old chicks are preferred for these evaluations of vitamin D supplements, and the vitamin D intake has to be small enough to cause variations in the values. Large numbers of chicks need to be included in these tests because of great individual variation in vitamin D requirements.

Tests employing this method showed 0.175%

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Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities, it includes 238 illustrations. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

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of cod liver oil, or 1.59% of shark-liver oil in the diet is sufficient for normal calcification in chicks up to 8 weeks old when the calcium-phosphorus ratio is maintained at 2:1.

## Laying Hens Need Oyster Shells

Crushed oyster shells, fed free choice as a supplemental source of calcium for laying hens, received a boost from an experiment by H. O. Stuart and C. P. Hart at the Rhode Island state college, Kingston, R. I. The experiment concerned the effect of various levels of calcium consumption on egg production, and the shell strength and hatchability of eggs.

Stuart and Hart contend that the quantity of calcium in the egg shell and the breaking strength of the shell are important indicators of whether or not the rations of the hens contain sufficient calcium. They also call attention to other experiments that have demonstrated the relationship of the egg shells to hatchability, proving that calcium is withdrawn from the shell by the embryo during incubation to make up its skeleton.

Calcium was the only thing missing from the basic mash and scratch diets Stuart and Hart used to experiment with the calcium intake of four groups of from 40 to 45 birds. In the mash was 300 lbs. No. 2 yellow dent corn, 150 standard wheat bran, 150 wheat flour middlings, 150 ground oats, 75 meat scraps (50% protein) 37½ fish meal (55% protein), 37½ alfalfa leaf meal (20% protein), 7½ salt, 9½ cod liver oil. In the scratch was 250 lbs. each of No. 2 whole yellow dent corn, No. 2 cracked yellow dent corn, wheat, and oats. The experiments extended over three years, the feeding tests running 24, 30 and 21 weeks, respectively.

Levels of 1, 2.3, 3.5, and 5 per cent of calcium carbonate were added to the basic mash the first year to establish a working base. In the second year these levels were shifted to 1, 5, and 8 per cent, and compared with a standard ration containing 2.3% calcium carbonate, plus oyster shells fed free choice. Experiments the third year duplicated those of the second year, except that oyster shell flour was substituted for the pure calcium carbonate in the calcium additions to the mash.

In their discussion covering the experiment Stuart and Hart said: "The standard ration, which contains 2.3 per cent of calcium carbonate in the mash and with oyster shells fed *ad libitum*, proved to be the most reliable in the production of hatchable eggs, even tho the total calcium intake was lower than that of the group receiving mash containing 8 per cent of calcium carbonate.

"A study of the shell breaking strength indicates that the level of 1 per cent is insufficient for the production of satisfactory egg shells. Not a great deal of difference between the 5 and 8 per cent levels is to be noted in this respect. On the other hand, the check pen (standard ration) showed materially stronger shells altho total calcium intake was lower than that in the 8 per cent pen, indicating better utilization of calcium for egg formation.

"Statistical information . . . shows once again the superiority of the standard ration plus oyster shells . . . by production of 177.2 eggs. Based on feed consumption, the efficiency factor of 7.50 (the number of pounds of feed required per dozen eggs produced) showed to the best advantage in feed conversion. The wide difference in production between the 1 per cent level group and other groups demonstrates that this level is not sufficient for normal productivity and that calcium restriction curtails egg production."

A possibility that the birds on the standard ration used coarsely ground calcium in the form of crushed oyster shell to better advantage than finely ground calcium carbonate, was inferred.

## Sulphur to Prevent Coccidiosis

A year ago workers at the Wisconsin Experiment Station announced they had found that under certain conditions ordinary flowers of sulphur would prevent coccidiosis in chicks, but that doses large enough to control the disease tended to slow up growth and induce rickets.

This original discovery now has been followed up with an intensive study on the effects of various amounts and types of sulphur in chick rations.

The investigation has been made by C. A. Herrick (Veterinary Science), C. E. Holmes, J. G. Halpin (Poultry Husbandry), and H. J. Deobald (Animal Husbandry).

**Influence of the Amount of Infection—**How well chickens are protected from coccidiosis by a moderate amount of sulphur apparently depends largely upon the severity of the infection they pick up.

This indication appears from both laboratory and field trials in which 2% flowers of sulphur was fed. In some cases this amount gave good control of coccidiosis, and in others it was of much less value.

In order to get more exact information on this point, three lots of chicks were given light, medium, and heavy infections of *Eimeria tenella* oocysts respectively after being fed 2% sulphur in the ration. Of those given light infections, 95% showed no lesions of coccidiosis; of those given medium infections, only 52% escaped; and heavy infections produced lesions in all but 41% of the chicks in spite of the sulphur feeding.

The practical conclusion to be drawn is this: Since sulphur in amounts that may be fed without too much risk of injuring chicks will not give entirely satisfactory control of heavy infections, it is desirable to grow the chicks on reasonably clean range in order to keep down the amount of infection as much as possible.

In other words, it probably will not be wise to substitute sulphur for sanitation, but rather the use of sulphur may become a good supplement to clean management for controlling coccidiosis.

At this time the only recommendation on the feeding of sulphur being made by this Station is that poultrymen refrain from using large amounts of it. About 2% usually can be fed without serious trouble if the chicks have access to direct sunlight. Even this amount may involve some danger if the chicks must be kept indoors for more than six weeks, unless special precautions are taken to prevent rickets.

**Colloidal and Organic Sulphur—**Recent work at this Station has shown that colloidal sulphur and organic sulphur compounds work more quickly than flowers of sulphur for controlling coccidiosis. While the latter usually gives good results only when fed for four to six days before the chicks become infected with coccidiosis, the colloidal and organic sulphur give immediate protection.

This does not mean the newer forms of sulphur are superior to flowers of sulphur for controlling coccidiosis under all conditions. Thus far not enough work has been done with them at this Station to learn whether they are as effective.

But in view of the fact that large doses of colloidal and organic sulphur work quickly, it is possible that they may be useful where the disease has broken out before treatment is begun. Indications are that, like flowers of sulphur, they will not cure coccidiosis in birds which have already picked up the infection; but the greater speed with which they work should increase chances of saving the rest of the flock.

The value of colloidal and organic sulphur was demonstrated in this way: These materials were administered to certain lots of chicks either by feeding them, or by injecting them directly into the cecal pouches or into the intestines near the openings of the pouches. Within two hours the birds were fed large doses of coccidia. On the sixth day the chicks

were examined. It was found that those getting colloidal or organic sulphur had not become infected in either cecal pouch, while those getting no sulphur were severely infected with coccidiosis.

An interesting variation of this experiment was made by injecting colloidal sulphur or an organic sulphur compound into only one cecal pouch. In such cases the pouch given sulphur was protected, but the other showed lesions of coccidiosis.

Somewhat similar trials were made with flowers of sulphur. Here in each case the sulphur was administered into only one of the two cecal pouches in each chick. A delay of 10 hours (instead of two) was made before coccidia were fed. Six days later it was found that 40% of the treated cecal pouches were uninfected and the other 60% lightly infected, while the untreated cecal pouches of the same birds showed severe symptoms.

Since flowers of sulphur administered as long as 10 hours before infection was less effective in preventing coccidiosis than were colloidal and organic sulphur given only two hours before infection, it is clear the latter gave more prompt protection.

## Mineral Requirements for Laying Rations

By R. M. SHERWOOD of Texas Exp. Sta.

Four to five per cent of oyster shell gave good results in all mash laying rations. Egg production was not increased by larger amounts of oyster shell and the percentage of the eggs to hatch was lower with 7 per cent oyster shell in the mash than with 4 or 5 per cent of shell.

The work reported last year was the study of varying amounts of calcium in laying mashes, the calcium being supplied by crushed oyster shell. The work was continued this year using ground limestone as a source of calcium. One ration containing 4 per cent oyster shell was used as a check. The other rations contained 0, 2, 4, and 6 per cent ground limestone in their mash. The hens receiving no limestone in their mash were allowed free access to limestone in granular form. These hens were fed all mash

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## Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

Printed on enamel book paper from large type and well bound in cloth. 5¼x7½ ins., 480 pages, 33 chapters, and 200 engravings. Weight 2 lbs. Price \$2.50, plus postage.

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rations. These rations were fed both in cages and in pens.

On the work this year the hens receiving 4 per cent of oyster shell and 4 per cent limestone gave higher production than did hens receiving larger amounts of ground limestone.

## Farm Bill Analyzed Before Northwest Feed Men

The new farm bill occupied the interest of every delegate to the meeting in Minneapolis, Minn., Mar. 8, of the Northwest Feed Manufacturers & Distributors Ass'n.

Sydney Anderson, a brilliant leader in milling circles, and a former Congressman from Minnesota, was the featured speaker. He presented a simplified, factual version of the farm bill, predicted it would fail to raise prices of farm products because actual shortages would not be created, and pointed out that the bill would permit production of an annual crop of wheat equal to the Sec'y of Agriculture's estimate of a year's domestic requirements, plus export requirements, plus 35%. Indicated action is on the loan features of the bill, causing the government to pay farmers from the United States Treasury, the difference between the open market price and the relative price stipulated by the act.

Mr. Anderson expressed conviction that the Supreme Court would uphold provisions of the Act calling for payments to farmers for soil conserving practices, but "even as now constituted," would declare the fines imposed on farmers who sold more than their quota as illegal. A fundamental of democracy, he declared, is the right of a man to sell his property at whatever price he can command, provided the property is legally possessed.

## Maintaining Battery Strength of Moisture Meter

According to the Federal Grain Supervision correct moisture determinations can not be made by the electric meter without a constant, effective battery strength of not less than 90 volts.

The trouble with batteries is that they soon run down, causing faulty readings, and some users find it difficult to get new batteries quickly. Others have had regular annoyance in getting the battery or batteries to fit into the box. They consider batteries to be a nuisance, and the resulting tests not reliable.

A new invention worked out with the aid of the federal supervisors guarantees to provide constantly the stable type of voltage characteristic of a fresh battery, the type of voltage so necessary in the electric circuit if correct moisture test results are to prevail.

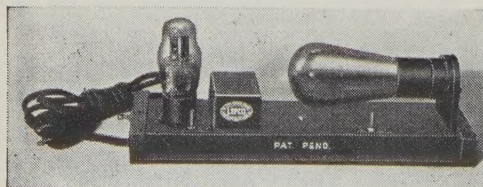
The outstanding advantages of this new power unit, made by the Levitt-Ferguson Co., are: plug in anywhere there is house current. No special installation required. Entirely portable.

A flip of the switch and constant, uniform and reliable results are obtained. Same every day.

Not affected by normal temperature, humidity, or altitude. No polarization.

Vital parts covered to keep free from grain dust and damage by rodents.

Pays for itself in a comparatively short time thru elimination of batteries, by correct readings, time saving and convenience.



Constant Voltage Unit for Electric Moisture Meter.

They have been shipped to all parts of the country—back and forth—during a year of official tests and use in all Federal Grain Supervision offices. Not one has been broken or damaged in any way; no replacement of parts; no repairs. And the tests were equivalent to 4½ serviceable years. The units are still controlling voltage as effectively as at the end of the first hour of the test. After one year of tests this power unit is standard equipment in the United States Bureau of Agricultural Engineering; Seed Laboratory of the Bureau of Plant Industry; Hay, Feed and Seed Division of the Bureau of Agricultural Economics; and the Grain Division of the Bureau of Agricultural Economics.

## Reminiscences of an Elevator Superintendent

[Fred C. Hoose of Kansas City interestingly described old-time practices in grain elevators in addressing members of the Society of Grain Elevator Superintendents at their Kansas City meeting recently, as follows:]

I feel rather at home here as I have served my time as a grain elevator superintendent. For, thirty-eight years ago at this season of the year I was running the Santa Fe grain elevator at Winfield, Kan.

It was a small, old, wooden crib, iron clad house, with a corn sheller, two track scales, two sinks with four elevating legs, and a wagon dump, and operated by a steam plant with an Atlas Engine. The elevator was equipped with old fashioned rope drives and steel spiral screw conveyors, with an upright spool spindle manilla rope car puller, and had track room for about fifty cars, as it was also the freight yards at that point on the Santa Fe Railroad.

Some of my happy and also unfortunate experiences proved to be very educational for me. I recall at that time we were handling a large run of corn and a great amount of it was on the ear and had to be shelled. We were running day and night with two shifts, twelve hours each, ten hours straight time and two hours overtime, with thirty minutes for lunch in short shifts so that we would not have to shut the plant down. And I was Jack-of-all Trades.

We had about twenty men in each crew and the pay was 25 cents an hour with 5 cents extra for overtime. The straw bosses received about 10 cents more all around. I slept in the office on a cot almost every night and had my meals brought in to me by one of the small restaurant men who owned a horse and buggy. And when I look back on those "horse and buggy" days, I say to you—they were great days.

One bitter cold night when I was fast asleep on my cot in the office I was suddenly awakened by the darndest racket I have ever heard, and the plant went dead. I hopped up, dressed as quickly I could, lit my coal oil lantern, and when I got out to the elevator I learned that the coupling on the mainline shaft had come loose and stripped the bolts that held it, when the end that was still hooked up with the power swung around like an arm beating the air. It tore a great hole in the bin over it and let about 10,000 bus. of corn out on the floor. The dead end of course would be hooked up to the corn sheller and two legs which choked up, and what a mess that turned out to be! It took us the balance of that night and all the next day to get going again, and I fell heir to the swell job of cutting off that bent end of a three inch line shaft with a hack saw. Zero weather and the wind tearing thru that old wooden house, and me hanging up there two feet from the ceiling. I had to cut it to save the one and only leg left in the house that was hooked up to the power.

I also remember one evening, just as the night crew came on, the sheller screw conveyor in the basement went on the bum. I led the gang down there among the rats almost as big as cats. We had to tie our overalls around our legs with binding twine to keep the rats and mice from running up inside of them, as we had to lie on our bellies to repair the conveyor.

If you have never heard a bunch of rats squeal and play tag around you in a pitch dark cellar you have missed a thrill.

I also had my experiences with strikes but they were not of the sitdown variety. In the main they did not involve the matter of wages, as in those days everybody was willing to work and was glad to have a job. But one day I had trouble with my engineer about the way he was not keeping up the power, as we had a big load on all the machinery and legs. He thought he had me and quit, but he did not know that my old man was a millwright and master mechanic, and I had had to put in five years and all of my school summer vacations with him and learn to build and run steam engines. I had to run our steam plant for three days until a new engineer arrived from Kansas City.

I had another unique and what turned out to be a very pleasing experience. We were shelling a world of corn and the corn cobs were piled almost to the top of the sheller house and were slopping over onto the main line of the railroad. I was getting nervous about the fire from the locomotive sparks. We were burning as many of the cobs as we could in the power plant and trying to sell them at 50 cents a wagonload to the townspeople for kindling, but they continued to pile up.

So I put an ad in the local paper that we would sell ten wagonloads for \$1 if they would haul them all away on Saturday of that week. When I awoke that morning about daylight, the road from town was choked a mile with wagons, and leading the line was a big farm wagon with six foot sideboards on it, driven by a bunch of boys from a small college in the town. I will never forget how they bunched around me with their dollar, fearful of my ruling out the sideboards. But they got their ten loads, sideboards and all. The corn cobs disappeared before noon and I had to refund some of the money on the basis of 10 cents a load as some of the customers got left.

## Improved Duplicating Grain Tickets

Use of Form 19GT as a scale book saves much time and labor as one writing with the use of carbon gives a complete record and at the same time, a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6¾ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book 7½x12 inches. 250 leaves with 5 sheets of carbon.

Each ticket has spaces for following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19GT Duplicating. Price \$1.20 plus postage.

Triplacating is the same form as 19GT described above with 125 sheets strong white tissue for buyer, bound in between the original tickets for hauler and the duplicate for headquarters so as to make three copies with one writing. Five sheets dual faced carbon. 375 leaves, weight 3 lbs. Order 19GT Trip. Price \$1.65 plus postage.

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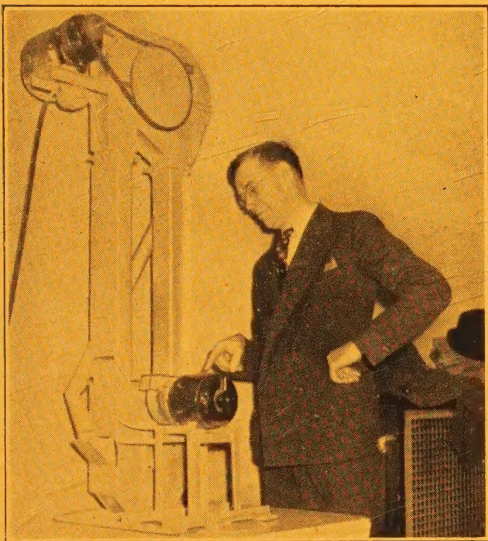
Chicago, Ill.



## New Boot and Fan Controls Dust

Control of dust, the bane of every workman in a country grain elevator, is the purpose behind the high boot and the suction fan that appear on the model steel leg that attracted wide attention from country elevator managers at the convention this year of the Indiana Grain Dealers Ass'n, and the Ohio Farmers Elevator Ass'n. The model leg, with its direct head drive, was exhibited by Sidney Grain Machinery Co. at both meetings.

The purpose of a high boot, says A. E. Leif, of the Grain Dealers Mutual Fire Insurance Co., who has made a careful study of the effect of dust in a country elevator, and its attendant fire and explosion hazard, is to reduce air pressure at the base of the down-leg. When plenty of space is allowed above the boot pulley this excess air will flow across to the up-leg casing.



Al Leif, Fort Wayne, Ind., points to air pressure relief fan on high boot of model steel elevator leg.

The movement of the belt and buckets down the back-leg, explains Mr. Leif, tends to produce a down-draft in the leg. The displacement of air as the buckets load adds to the volume of air that piles up in the boot, producing a tremendous back-pressure. Restricted by the grain in the boot, this pressure pushes its way out thru every available crack in the boot, carrying with it the fine dust stirred up by the agitation of grain in the boot as it is picked up by the buckets. This maintains a constant cloud of dust in the basement when the leg is running.

The back-pressure built up in the boot, if completely relieved, will stir up no dust. A means of relief is a small suction fan connected to the base of the back-leg.

This system of dust control eliminates atmospheric dust, such as the fog of floating dust that accumulates in a grain elevator. It is not intended to remove dust from grain. Only enough suction is applied to the back leg to neutralize the air pressure and this pressure is piped to the outside.

The advantages are more healthful working conditions, decreased housekeeping expenses, and improved operating conditions for motors, bearings, and machinery.

**Kansas City, Mo.**—The first 15 days following removal of its import duty on corn by the Mexican government Mar. 1, saw little actual business develop in this trade. Mexican importers found securing permits from their government to be slow work. Mexican imports are expected to be confined to white corn, of which this country has relatively small supplies.

## Planting "Intentions" Unreliable

B. W. Snow of Bartlett Frazier Co. states that:

Last year the Mar. 1 "acreage intentions" were adjusted to show the acreage that would be harvested in 1937, in the relation between intention and harvested acreage was similar to that prevailing in the past. However, the harvested acreage reported the following December did not correspond with the Mar. 1 figures. It is possible that in the report Friday the Bureau of Agricultural Economics has abandoned the effort to adjust the figures this year to harvest possibilities, but plain statement to that effect is not made. The current report, however, does designate the figures as "Prospective Plantings 1938" whereas last year the report plainly said "Acreage Indicated for Harvest."

The so-called report of intentions to plant in the past has varied from the July report of actual planting and from the December report of actual harvest area, and the wording of the current report at least suggests an abandonment of the efforts to adjust March figures to probable harvest area by consideration of past average relationship. If that is true, the present report of planting intentions is of even less than usual importance.

## Books Received

**STORAGE OF WHEAT UNDER CERTIFICATE**—The new grading system for wheat in the elevator at Rosario is explained (in Spanish) by the National Commission on Grain and Elevators, in a 39-page pamphlet known as the Boletín Informativo, Vol. 2, No. 1, issued by the Commission, Buenos Aires, Argentina.

**GRASSES IN KANSAS** describes and illustrates each of the 250 grasses known to grow in the state of Kansas. Chapters are devoted to habitats, uses, identification, key to tribes of grasses, key to genera, glossary of terms used, with maps of distribution, by Frank C. Gates, Ph. D., Department of Botany and Plant Pathology, Kansas State College of Agriculture. Paper, 349 pages, indexed, J. C. Mohler, sec'y State Board of Agriculture, Topeka, Kan.

**LA EVOLUCION DE LA EXPORTACION DE GRANOS EN LA ARGENTINA** contains numerous charts and tabulated statistics on the exportation of wheat, corn and flaxseed for each of the 10 crop years 1925-26 to 1934-35, from Argentina, Canada and Australia, and the quantities going to different countries of destination, and from each of the 13 ports of origin in Argentina, as Publication No. 20, 102 pages, of the National Grain & Elevator Commission, Buenos Aires, Argentina, compiled by Federico G. Wencelblat, with I. J. F. Carlevari and Ricardo Turro collaborating.

**ESTIMATING WEIGHTS OF GRAIN IN BINS** contains a formula with a chart indicating adjustment to be made for test weight by which the number of bushels by weight in any bin of wheat, corn, oats, rye and barley may be calculated from the dimensions of the bin. Explicit directions, with diagram, are given for figuring the cubic content of any bin or irregular interstice. This method being new, the author gives the data on which the system is based, with chapters on "Factors Involved in Estimating," "Review of Experiments," "Conclusions and Their Relation to the Laws of Dynamics," "Method of Determining Rate of Packing Effect," "Method of Calculating Capacities of Bins," "Estimating Quantities of Grain" and a description of the experimental laboratory grain press. The author, Frederic C. Dobson, a practical grain weighman of long experience, has adopted the scientific method of approach to the problem, beginning where prior engineers have left off, and taking into account factors of which they were ignorant, such as the test weight. Anyone having a knowledge of ordinary arithmetic and when to multiply or divide in a formula can calculate contents of bins by this system. Paper, 23 pages, published by the Grain & Feed Journals, Consolidated, Chicago, Ill. Price, 50 cents.

**St. Louis, Mo.**—The American Corn Millers Ass'n will hold its annual convention in the Chase Hotel here, Apr. 27. Pres. of the organization is R. C. Miner, Wilkes-Barre, Pa.; sec'y, Harry Hunter, Chicago.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

**A is for Loss of Weight in Transit Claims.**  
**B—Loss in Market Value Due to Delay in Transit.**

**C—Loss in Quality Due to Delay in Transit.**  
**D—Loss in Market Value Due to Delay in Furnishing Cars.**

**E—Overcharge in Freight or Weight.**

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

**411-A** contains 100 sets all Form A. Price, \$2.00. Weight 3 lbs.

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If you would avoid trade disputes and differences, and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and retains the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

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Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8". Order Form No. 6 CB. Weight, 9 oz. Price 75c; three copies \$2.00, plus postage.

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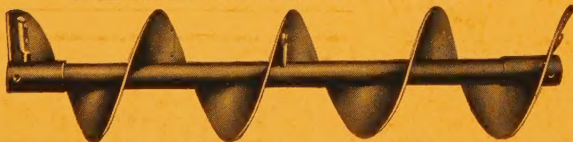
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## OUR GROWTH *Indicates it...*



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We manufacture Screw Conveyors in all types, diameters and gauges of flight.

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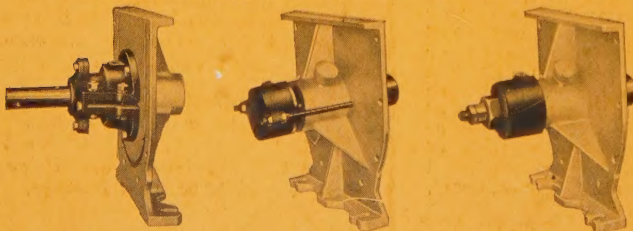
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Our engineers in designing each item in our line gave serious consideration to all factors governing greater efficiency, smoother operation, minimum repair and lower maintenance costs. Users liked the idea, for our growth indicates it. We started operations in the middle of the depression and doubled our capacity the first of this year, at a time, we might add, when many manufacturers were doubtful of the future. This means, without boasting, that we must have "something on the ball."

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